



JOIN THE CONVERSATION
JULY 8, 2-3:30 PM (CENTRAL TIME)
FOLLOWED BY MONTHLY CALLS

A RE-AMP Network Action Team



What is RE-AMP?

“Think systemically, act collaboratively.”

Connections: We connect people to each other so that they can share ideas, understand each other on a human level, and form relationships that transcend any one issue.

Collective Strategy Setting: Our mission is to set collective strategy and enable collaboration because we believe that strategies for the Midwest should come from the Midwest.

Capacity: When it comes time to put strategy into action, we want to be sure our members have what they need to be successful.

What is this Action Team?

Strengthen collaborative relationships.

Share ideas and resources.

Gather best practices based on lived experience.

The purpose of the network will be to support you – urban farm and food system focused organizations, food policy councils, and farmers – in understanding, accessing, and coordinating federal, state, local, and private funding available at the intersection of urban food systems and climate change.

The first session will engage in conversation about key considerations before applying for federal funding, building strong partnerships, steps to prepare, and sharing examples of successful urban food system projects.

Who is involved?

This Action Team project is led by:

- Chicago Food Policy Action Council
- Cultivate Kansas City
- West Michigan Sustainable Business Forum
- Greater Cincinnati Regional Food Policy Council
- NWI Food Council

Opportunities for more lead partners from Iowa, Minnesota, Dakotas!

How are we building this Action Team?

Collaborative collection of relevant information:

- Monthly resource sharing calls - this is the first one!
- [Urban Food Systems Action Team Funding Map](#) relevant funding opportunities
- [Airtable](#)
- [Google Drive](#) with shared files and stories
- [RE-AMP Federal Funding Map](#)

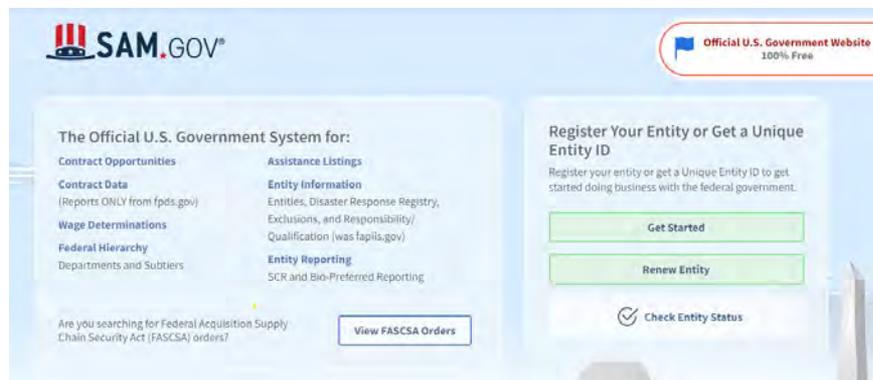
You are part of building our collective knowledge!

To apply or not to apply?

- Key considerations for applying to federal funding
 - Big lift with no guarantee - is there value to applying if not funded?
 - Helps clarify mission and strategy
 - Opportunities to strengthen or develop partnerships
 - Learning opportunities
 - Eg: Cultivate KC Regional Conservation Partnership Program proposal
 - Failed projects can be reused
 - Eg: Regional Food Business Center came out of partnerships from a failed project
 - How complicated is the application process? Do you have time to do it? What is the opportunity cost of your time working on the proposal?
 - What is required for reporting?
 - Cash flow! Can your organization handle reimbursable grants? Are you prepared if/when payment is delayed?
 - How competitive is the program?

What you can do now to prepare

- Entity Identification Number (EIN)
- Apply for your Unique Entity Identifier (UEI) at SAM.gov
- Register in the System for Award Management (SAM)
- [Webinar from Great Lakes Regional Food Business Center](#) goes into detail



Building Partnerships

Why bother?

Put your thoughts in the chat!

Building partnerships for grants

Partnerships are good for the projects themselves.

Benefits include:

- more hands to do the work,
- more expertise,
- broader investment,
- long-term sustainability.

And funders care more and more about seeing them.

Partnerships deliver

- bigger impact,
- built-in vetting of the project,
- assurance that grantee(s) play well with others.

Partnerships are non-negotiable for many grants.

Building partnerships for grants

Start early.

- Build your network before you have an opportunity in mind.
- Think beyond your existing collaborators - sometimes unusual connections are the most innovative!
- Find out what projects others are interested in funding, what your network needs.
- Explore opportunities together.
- Share what you're looking for and your past wins so partners will think of you first and know your experience.
- Be generous with information: pass on opportunities to others.

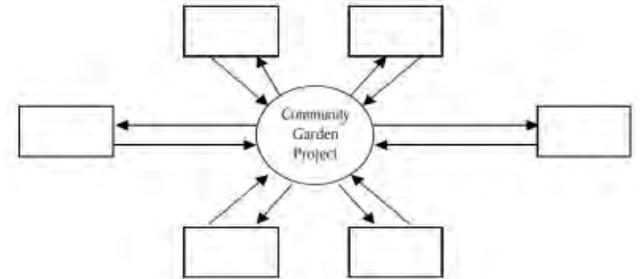
Building partnerships for grants

Be transparent about positionality and capacity.

- grassroots vs. more institutionalized, connections to specific communities
- What roles would each partner organization play in a project? *Implementation, engagement, administration*
- Would additional people need to be hired or contracted?
- match requirements
- requirements for types of partners: educational institutions, local governments, community-based organizations, businesses, nonprofits, etc.
- timing

CONNECTING THE DOTS:

Mapping Reciprocal Partnerships



resource via Noelle
Harden at UMN
Extension

EVERY GROUP PROJECT



**DOES 99%
OF THE WORK**

**HAS NO
IDEA WHAT'S
GOING ON THE
WHOLE TIME**

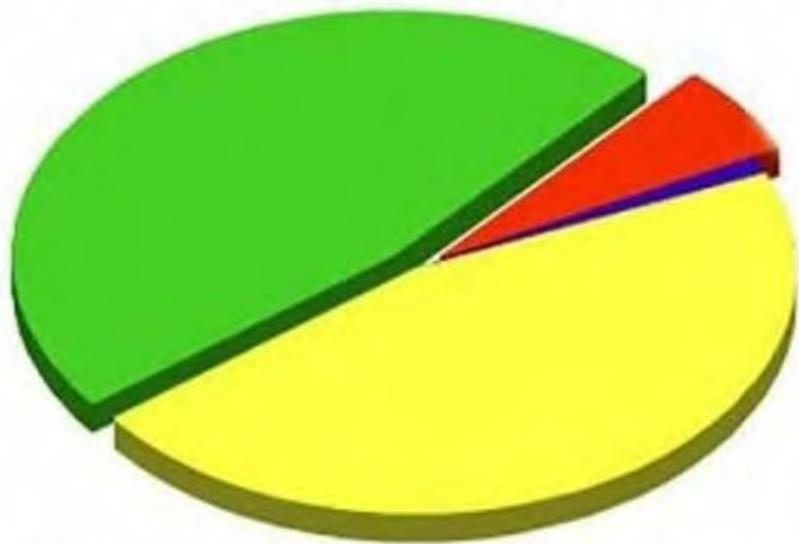
**SAYS HE'S
GOING TO
HELP BUT
HE'S NOT**

**DISAPPEAR
AT THE VERY
BEGINNING AND
DOESN'T SHOW
UP AGAIN TIL
THE VERY END**

via junksquare

IN SCHOOL YOU HAVE EVER DONE

WHAT I LEARN FROM GROUP PROJECTS



-  The information
-  How to work with people
-  How to do entire projects on my own
-  How much I hate people

When only you did the work



Building partnerships for grants

Build trust and accountability

- Build a reputation as someone who follows through.
- Evaluate potential partners for this same reliability.
- Communicate clearly.
- Don't make promises you cannot guarantee you can keep!
- Make sure everyone has documentation and updates throughout the process.
- Brag on your collaborators and share ownership of the outcomes!

Sometimes, there's team/partner turnover.

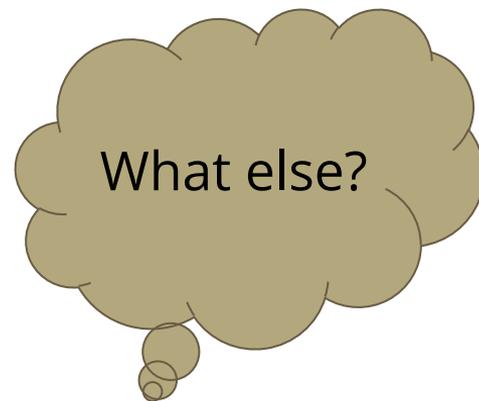
Organized documents help new people get up-to-speed and support accountability.

Amendments and revisions are usually possible, but it's easier if everyone has a shared understanding of what is changing.

Building partnerships for grants

Plan your application process together.

- Establish a place for shared documents.
- Review the requirements and stipulations together.
- Watch a webinar together, if there is one, or meet with a funder rep.
- Look at previous projects that were funded. Reach out to the funded orgs to see if they would share their application or any tips.
- Create an overview summary of the essential info about the grant to ground everyone.
- Brainstorm how each partner will contribute into a cohesive project.
- Establish a timeline between today and the grant deadline. Set check-ins and milestones.
- Make sure the main applicant shares timely status updates.



Building partnerships for grants

- **Partnerships**
 - Starting out as a partner on a grant led to leading on a grant
- **NWI Food Council Example**
 - Passive partner (no \$) to active partner (subaward) to lead
 - Long lead up time, spending years on conversations
 - Building capacity for other organizations through shared work
 - Lessons learned with complex partnerships:
 - Have clear, co-created agreements
 - Leadership transition plans for all partners
 - Frequent communication and methods for accountability

FMPP >> LFPP >> RFSP

Next sessions

- **Plan to address different buckets of funding that support urban food systems work**
 - USDA AMS and NIFA
 - USDA NRCS and FSA
 - Urban Service Centers/County Committees - cooperative agreements
 - EPA
 - Other Federal sources
 - Housing, CDC - REACH, Education, Small Biz, Earmarks
 - State-level funding
 - Local government funding programs
 - Philanthropy

What's next?

Monthly resource sharing sessions will be held on Zoom, 2-3:30 pm Central Time on Mondays:

- August 12
- September 9
- October 7
- November 7

These sessions are designed to help build shared knowledge of funding sources to support urban agriculture.

[Weigh in on what would be most useful to you!](#)



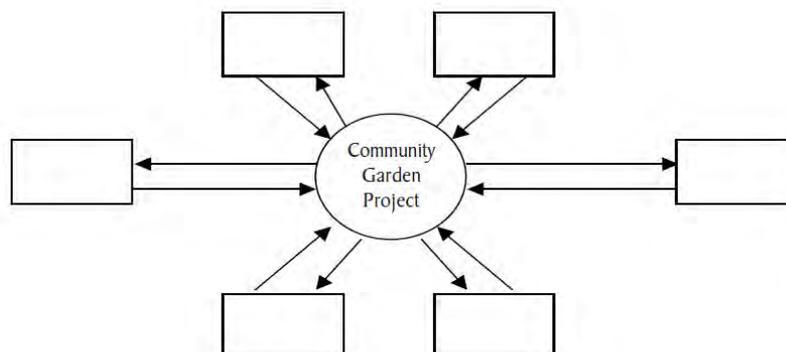
Mapping Reciprocal Partnerships Directions

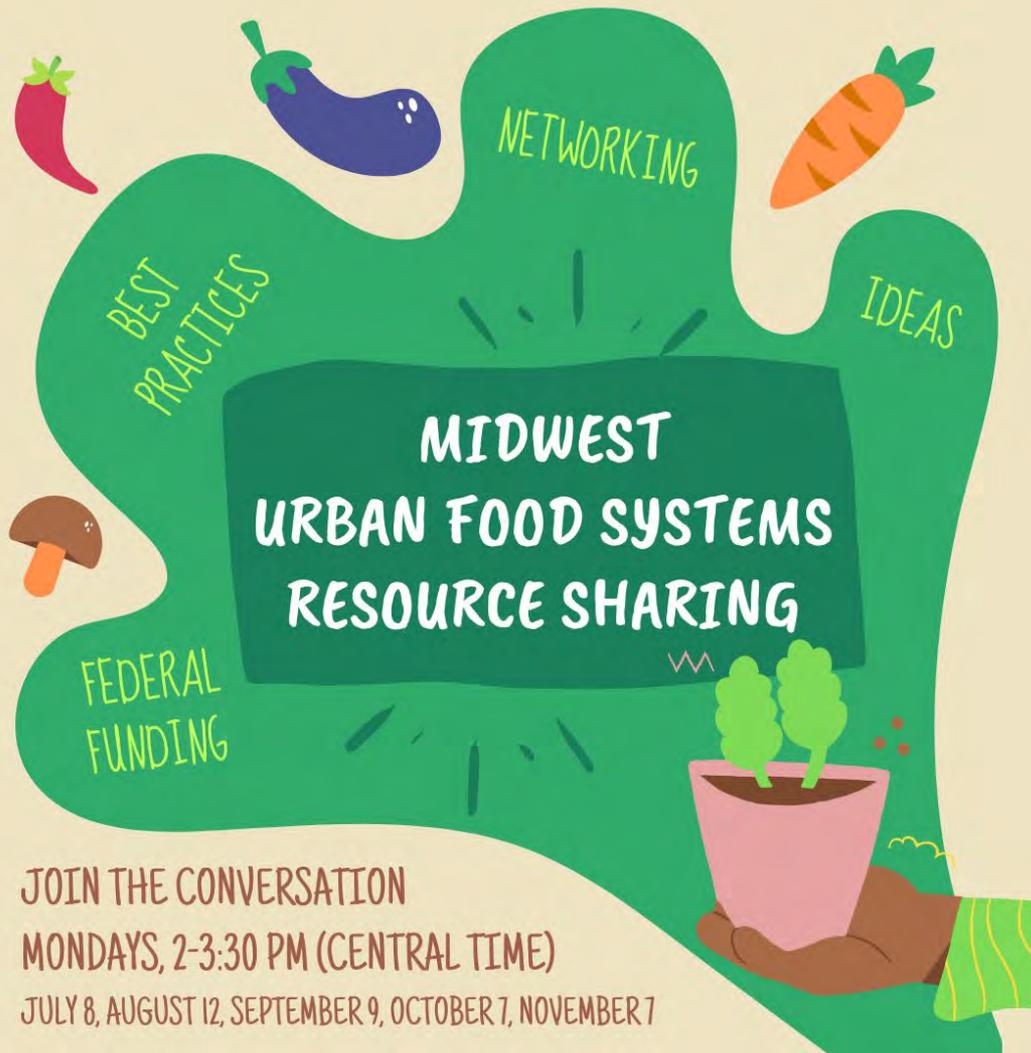
These directions are adapted from the American Community Gardening Association's *Growing Communities Curriculum*. Pg 106-107 of the Asset Based Community Development Workshop.

The exercise is intended for community garden groups, but can be used for any collaborative project.

- 1) On a large sheet of paper, draw a circle in the middle and write the name of your project in it. In this case, it would be "Healthy School Food Environment"
- 2) On the outside edges of the paper, write the names of partners or potential partners you (and your group, if applicable). Draw a box around each one.
- 3) Brainstorm ways that each partner can help create the school food environment. A teacher can model healthy food choices or a principle can be an advocate for healthy school food policies, for example.
- 4) Draw an arrow connecting each partner to the project.
- 5) Brainstorm what a healthy school food environment would offer each partner, draw another arrow in the reverse direction to reflect this reciprocal partnership.

CONNECTING THE DOTS: Mapping Reciprocal Partnerships





A RE-AMP Network Action Team

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MONDAYS, 2-3:30 PM (CENTRAL TIME)
JULY 8, AUGUST 12, SEPTEMBER 9, OCTOBER 7, NOVEMBER 7



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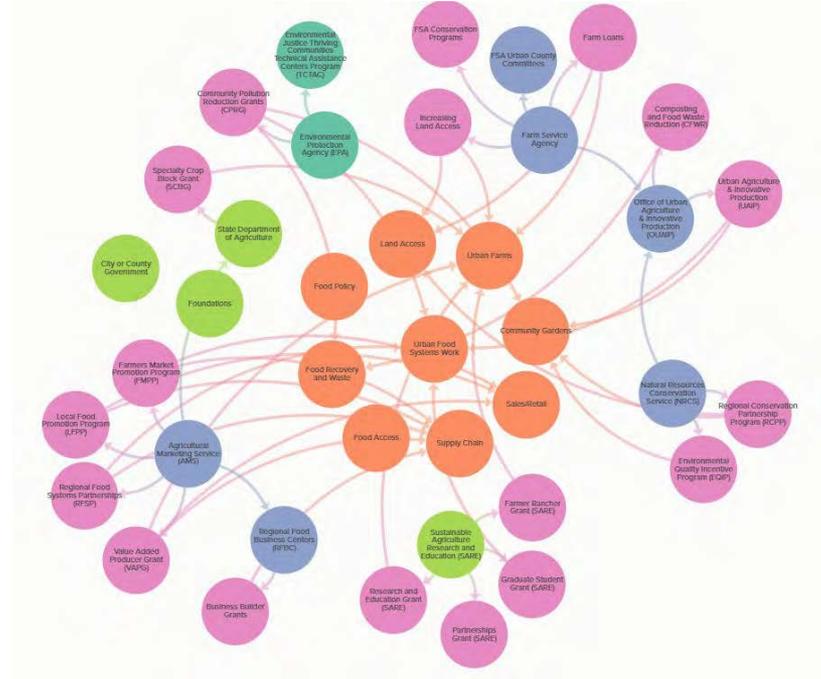
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- [Airtable](#) listing grants and added a tab for grant writing resources
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You are part of building our collective knowledge! Want to contribute? Email ami@cultivatekc.org



Digging into federal grant applications

Breaking down a NOFO (Notice Of Funding Opportunity)

- First, see if the funder has any overview documents, webinars, FAQs, office hours, or other technical assistance provision to assist you.
- Set aside ample time to go through it closely and review (maybe >1x).
 - Print and annotate, if that helps you!
 - Start a notes document that you can share with others on your team and partners.
 - Set time to discuss with team/partners and identify remaining questions.
- Make sure you subscribe for updates/changes, check the opportunity page throughout the process.

Digging into federal grant applications

Breaking down a NOFO (Notice Of Funding Opportunity)

- Common elements include:
 - Type of opportunity
 - Description
 - Eligibility criteria
 - Timeline, funding information (min/max, expected number of awards)
 - Evaluation and selection process
 - Submission information (including deadline, supporting documents)
 - Funding priorities
 - Contact information

Digging into federal grant applications

Letters of Support (LoS) - assemble your squad!

- The earlier, the better
- The more you can draft for the letter-writer, the better
- Share basic details about the grant opportunity and the project proposal
- Ask for it on letterhead, signed, as PDF
- Look to have a spread of supporters
- Be ready to return the favor!



Digging into federal grant applications

Letters of Support (LoS) - Outline

[LETTERHEAD]

[Address of Funder]

[DATE]

Dear [Grant Administrator, Proposal Evaluation Team, etc.],

I am writing in support of [applicant org]'s proposal "[title]" for [grant opportunity] offered by [funder].

[brief background of your organization, make it obvious why you are a relevant person to write a letter]

[relationship with the applicant, what they bring to the project that is special, their track record that gives you faith they will accomplish their project well and meet goals of the grant]

[outcomes of the proposed project and how they will help your organization/the intended beneficiaries, and fulfill the purpose of the funding opportunity]

[reiterate support for the project] I appreciate your consideration.

[closing salutation]

[your signature]

[your name]

[your title]

[your contact information]

Digging into federal grant applications

- Documents you may need (grant dependent)
 - RFA (grants.gov)
 - Budget
 - Financial Controls
 - Agency specific forms, ie ASAP.gov enrollment, Identity verification, Budget PDF templates
 - Incorporation structure (501c3, Corporation, etc)
 - **always check the portal! Some grants you submit a file, others have online portals. Some have both and they may not match.



Digging into federal grant applications

- Key terms
 - Indirects
 - Fringe
 - Purchases - micro, small, large
 - Allowable expenses
- Matching as a concept
 - Documentation required for application
 - Once awarded, tracked in reimbursement requests
- Evaluation and reporting
 - Vary in cadence - quarterly, annually, closing
 - Separate systems for progress reporting and budget reporting

Funding Focus

Michelle Merrett
Hamilton Urban Garden Systems

Sara Rummel
Great Lakes TCTAC

Environmental Protection
Agency and Urban Agriculture

EPA Soil Testing and Brownfields Cleanup

- Going through this process for the first time on a community garden site serving children that was cleared for use, then later discovered to be possibly contaminated.
- Stopped everything and moved veggie production to containers while doing the responsible thing and getting the soil tested!
- A bit of a challenge to navigate the Phase II assessment process. This is all new to our very small organization.
- The evaluators took samples a few weeks ago.
 - Soil was not fully restored and is a tripping hazard.
 - We have had to call on community supporters with equipment to fix this.
 - We were informed we would have the results by the end of the month.
- The process time can vary based on contractors.
 - They are in short supply right now generally.
 - And many contractors hesitate to apply for government contractors due to the complexity of vendor approval processes.
- Also have a F2S Planning Grant, but facing some hurdles with proposed partners follow through.

Thriving Communities Technical Assistance Center

Map of the EJ TCTACs

Click the map below to see the 16 EJ TCTACs and their partners:



EPA has selected 16 Environmental Justice Thriving Communities Technical Assistance Centers (EJ TCTACs) in partnership with the U.S. Department of Energy that will receive \$177 million to help underserved and overburdened communities across the country.

With this critical investment, these centers will provide training and other assistance to build capacity for navigating federal grant application systems, developing strong grant proposals, and effectively managing grant funding. In addition, these centers will provide guidance on community engagement, meeting facilitation, and translation and interpretation services for limited English-speaking participants, thus removing barriers and improving accessibility for communities with environmental justice concerns.

Upcoming Funding Spotlight

Office of Urban Agriculture and
Innovative Production Composting and
Food Waste Reduction Pilot Projects

USDA-NIFA Community Food Projects
Competitive Grant Program



Compost and Food Waste Reduction - What's In NOFO?

- Due September 4 via grants.gov [here](#).
- \$75,000 to \$400,000 for local government with 25% cost share
- Food Waste Reduction Objectives
 - Reduce municipal food and waste
 - Divert residential and commercial food waste from landfills
- Composting and Conservation Objectives
 - Generate compost
 - Increase agricultural producers' access to compost
 - Reduce reliance on, and limit the use of, chemical fertilizer
 - Improve soil quality
 - Encourage waste management and permaculture business development.
 - Increase rainwater utilization (capture, infiltration, or absorption)

Start date: → End date:

Emission Mtr: Emission Max:

Solid Waste (6A) X:

Instrument:

Select All Newest

- 

Pontiac, Illinois, United States
 May 10, 2023 19:01
 40.93754°N, 88.66057°W

Sector: Solid Waste (6A)
 Emission: 564 ± 203 kg/hr CH₄
- 

Pontiac, Illinois, United States
 May 10, 2023 19:01
 40.93394°N, 88.66168°W

Sector: Solid Waste (6A)
 Emission: 265 ± 138 kg/hr CH₄
- 

Pontiac, Illinois, United States
 May 9, 2023 16:53
 40.93385°N, 88.65754°W

Sector: Solid Waste (6A)
 Emission: 393 ± 138 kg/hr CH₄
- 

Pontiac, Illinois, United States
 May 9, 2023 16:49
 40.93304°N, 88.66156°W

Sector: Solid Waste (6A)
 Emission: 507 ± 300 kg/hr CH₄
- 

Pontiac, Illinois, United States
 May 4, 2023 17:11
 40.93594°N, 88.66025°W

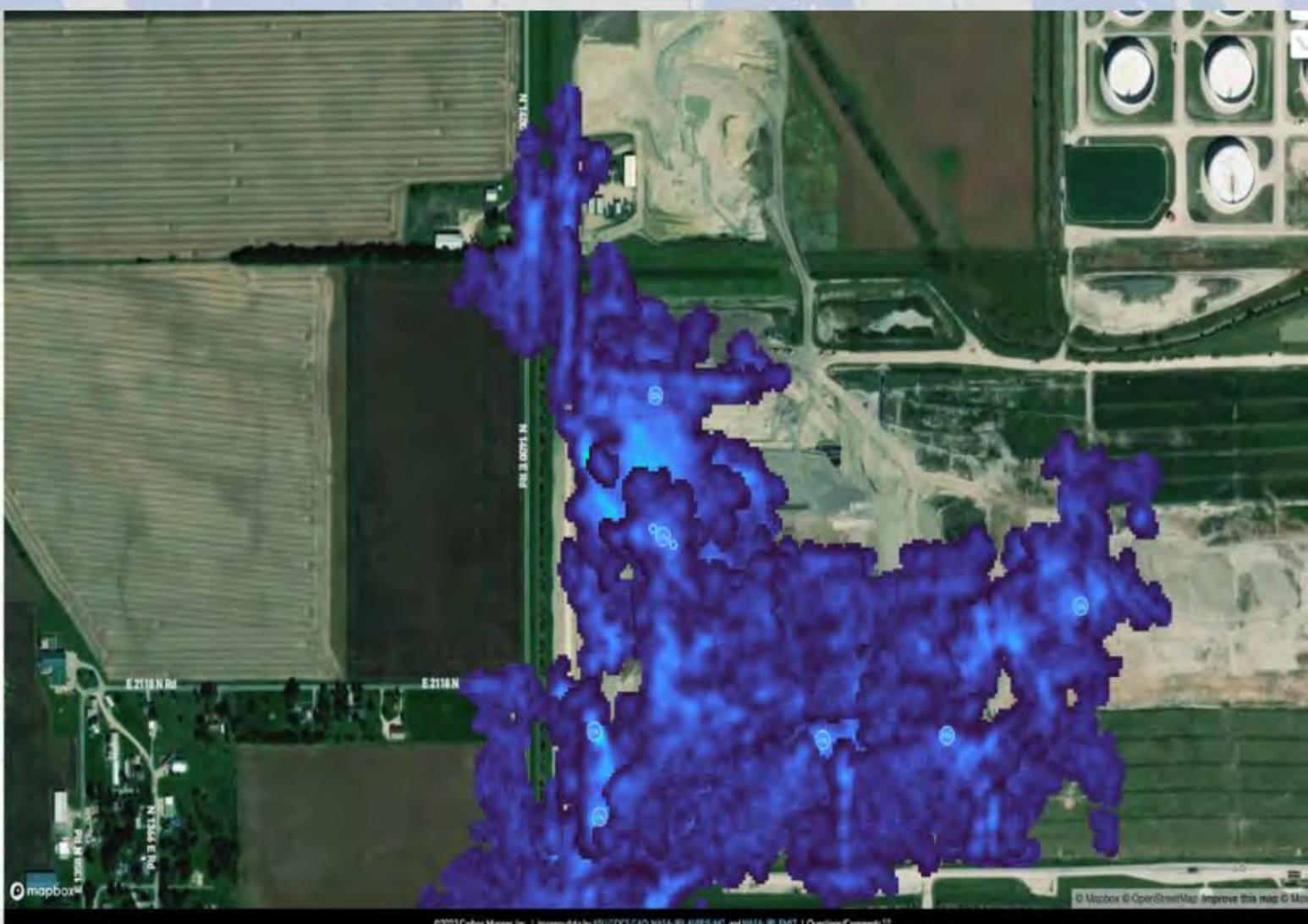
Sector: Solid Waste (6A)
 Emission: 399 ± 140 kg/hr CH₄
- 

Pontiac, Illinois, United States
 May 4, 2023 17:06
 40.93299°N, 88.6616°W

Sector: Solid Waste (6A)
 Emission: 150 ± 59 kg/hr CH₄
- 

Pontiac, Illinois, United States
 May 4, 2023 17:04
 40.93299°N, 88.6616°W

Sector: Solid Waste (6A)
 Emission: 150 ± 59 kg/hr CH₄



Composting and Food Waste Reduction



United Nations Sustainable
Development Goal 12.3

By 2030, halve per capita global food waste at the retail and consumer levels and reduce food losses along production and supply chains, including post-harvest losses



USDA, EPA, and FDA: Federal
Interagency Collaboration to Reduce
Food Loss & Waste

Joint initiative to reduce the amount of food leaving the human food supply chain by 50 percent by 2030



EGLE's MI Healthy Climate Plan Food
Loss & Waste Reduction Goal

Drive clean innovation in industry: Cut food waste in half by 2030

Food Loss & Food Waste Reduction (FLWR)

Food Loss

Food that is wasted post-harvest but before packaging or sale. This can occur during the harvesting process, while in storage, and during transportation.



Food Waste

Food that is lost at the retail or consumer levels. This can occur by consumers at grocers, food service, and at home.



Scalable Goals



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EGLE's MI Healthy Climate Plan Food
Loss & Waste Reduction Goal

Drive clean innovation in industry: Cut food waste in half by 2030

EPA Wasted Food Scale



Wasted Food Scale

How to reduce the environmental impacts of wasted food



Compost and Food Waste Reduction - What's In NOFO?

- Food Access and Security: To support the availability, accessibility, and utilization of food for all individuals.
- Economic Impact and Resilience: To support economic benefits and increase the long-term economic resilience of communities.
- Community Engagement: To work alongside communities and stakeholders to increase participatory involvement with project activities.
- Food Resource Management: To curb food waste and the amount landfilled while maximizing the use of edible resources.
- Conservation and Climate: Promoting environmental conservation as well as climate resilience, mitigation, and adaptation.
- Training and Education: To increase knowledge, awareness and education on food waste reduction, sustainable agricultural practices, and nutrition.

Example Projects

- **The Ishpeming Waste Diversion and Soil Rebuilding Initiative, City of Ishpeming, Michigan.** The project will create a central composting facility within Marquette County that will benefit Ishpeming residents, institutions, and businesses throughout the county. (\$300,000)
- **Piloting Municipal Food Waste Collection and Composting in Traverse City, Michigan.** The project will firmly establish a sustaining regional example of effective food waste diversion and compost production through a pilot project working within Traverse City's Department of Public Services. (\$255,396)

Example Projects

- Dickinson, North Dakota (\$67k)
- County of Douglas, KS (\$90k)
- Kansas City, MO (\$300k)
- Rich Hill, MO (\$240k)
- Springfield MO (\$286k)
- Harry S Truman Coordinating Council, MO (\$112k)
- Decatur, IL (\$59k)
- Cincinnati (\$400k)
- Upper Arlington (\$76k)
- Cleveland (\$341k)
-
- Gary, IN (\$318k)
- Chicago Board of Ed (\$400k)
- Broadview, IL (\$299k)
- Lake County (\$90k)
- Milwaukee Board of Ed (\$300k)
- Madison, WI (\$90k)
- County of Eau Claire (\$50k)
- Egg Harbor (\$84k)

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- October 7
- November 7

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Great Lakes Thriving Communities Technical Assistance Center (TCTAC)

EPA Region 5



Our Purpose

Mission:

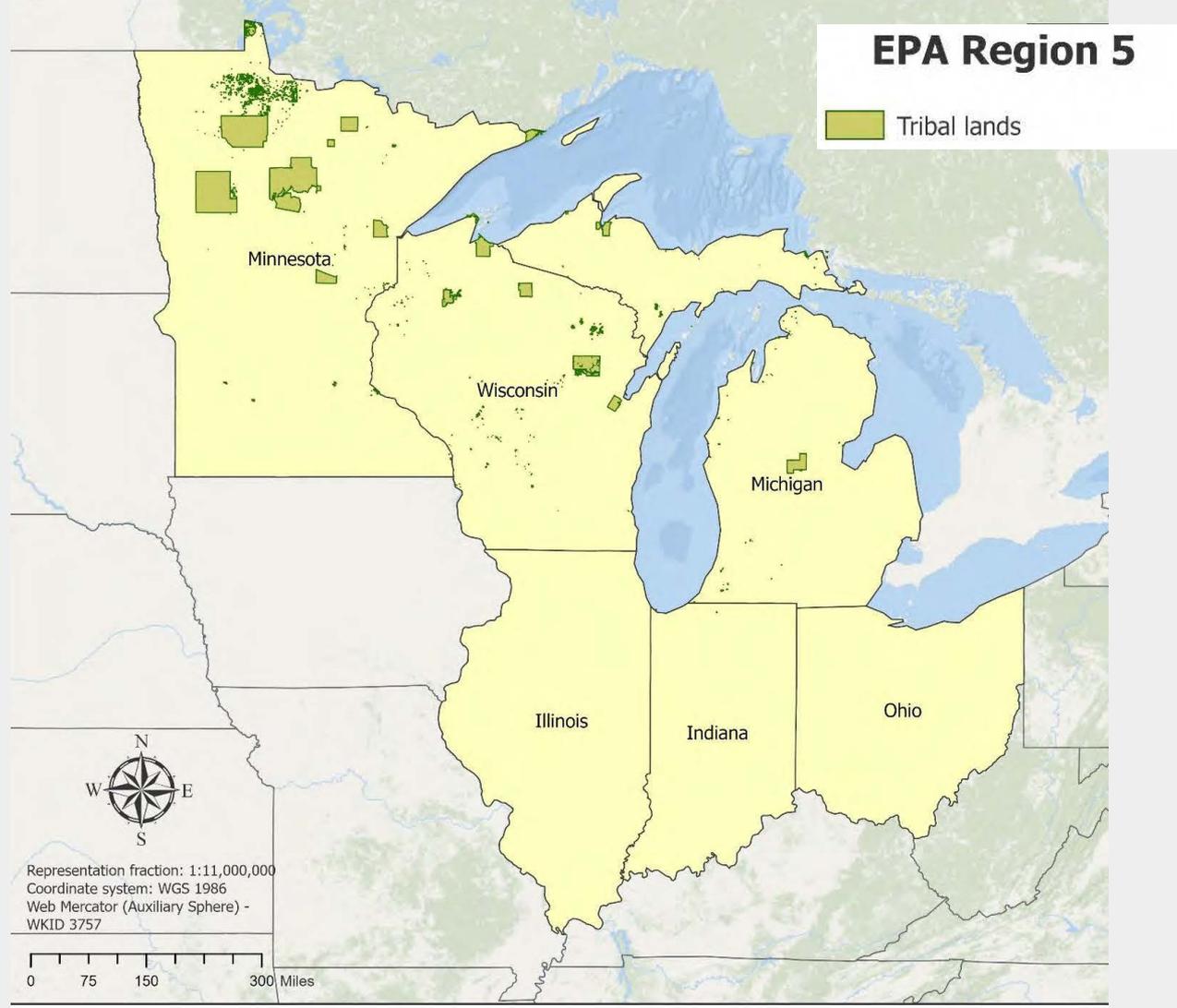
Help underserved and overburdened communities build capacity to successfully apply for and manage the immense federal funding currently available for climate, clean energy transition, and environment.

Vision:

Underserved and overburdened communities are driving the solutions for climate resiliency, legacy pollution, and environmental and energy justice.



Great Lakes TCTAC



Great Lakes TCTAC Network



**GREAT PLAINS
INSTITUTE**

Better Energy.
Better World.



Community
Engineering Corps



Illinois Extension
UNIVERSITY OF ILLINOIS URBANA-CHAMPAIGN



UNIVERSITY
OF MINNESOTA



**PURDUE
UNIVERSITY**

Extension



**MICHIGAN STATE
UNIVERSITY** | Extension



**THE OHIO STATE
UNIVERSITY**

EXTENSION



Extension

University of Wisconsin-Madison



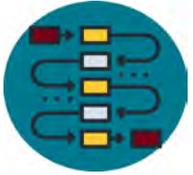
Great Lakes TCTAC Services



Information, Tools, &
Trainings



GIS Mapping



Grant Identification &
Navigation



Budget & Evaluation
Planning



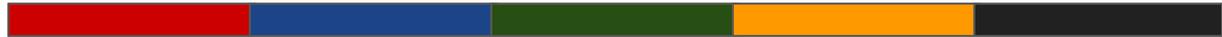
Project Scoping &
Design



Post-Award
Support

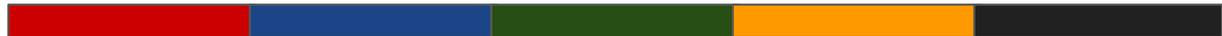
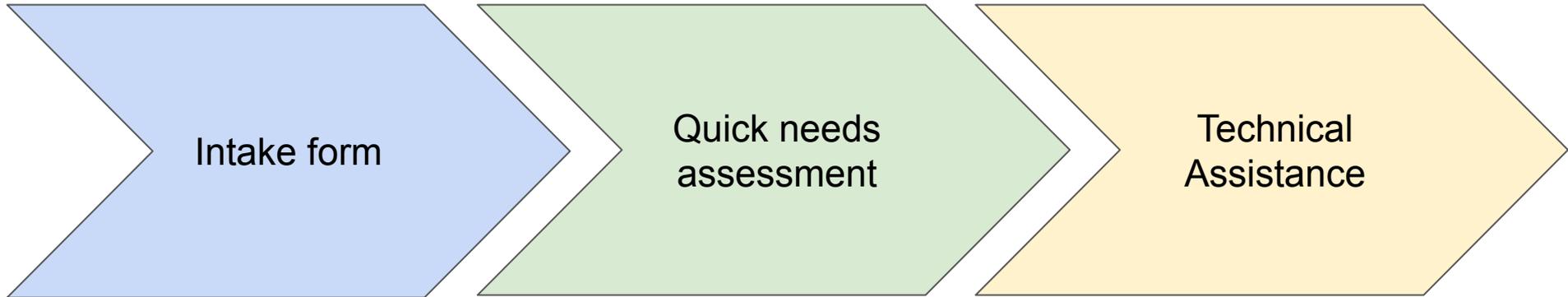


Engineering
Consultation & Analysis



Requesting Support

We prioritize underserved communities, rural and remote areas, and those with the highest degree of burden and capacity constraints.



TCTAC Website: Tools & Resources

Great Lakes Environmental Justice TCTAC

Home About Us ▾ Our Work ▾ Hub News and Stories Hub Events **Resources**

Resources

Resources

Below you can find general, pre-, and post-award grant resources curated for you by the TCTAC network. Broken up by category, the resource list serves to provide guidance to organizations, Tribes and environmental justice communities on their grant journey. This list is in the works and will continue to grow.

[Expand all](#)

+ Finding a grant

+ Finding tax credits and rebates

+ SAM.gov

+ Grant preparation

+ Getting ready to manage a grant

+ Key grants

+ Webinars

+ Other technical assistance

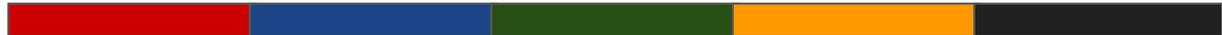
× Key grants

General

- **Access Federal Funding - Environmental Protection Network** - This website showcases the resources the Environmental Protection Network has created to assist environmental justice communities understand the application process for specific federal grants.

Safe Streets and Roads for All (SS4A)

- **Communities with High Fatality Rates Spreadsheet**
USDOT encourages communities with higher needs to apply by providing additional award consideration to those with higher fatality rates.
- **Self-Certification Eligibility Worksheet**
Required for all SS4A Implementation Grant applications and any Planning and Demonstration Grant applications to conduct Supplemental Planning/Demonstration Activities only.
- **Application Checklists:** [Implementation Grant Checklist](#) and [Planning and Demonstration Grant Checklist](#)
- **Budget Templates:** [Implementation Grant Estimated Budget](#) and [Planning and Demonstration Grant Estimated Budget](#)
- **March 2023 webinar series** slides and recordings can be found on the [SS4A Webinar Series page](#).
- **Understanding Non-Federal Match Requirements**
- **Complete List of SS4A Resources**



Contact Us



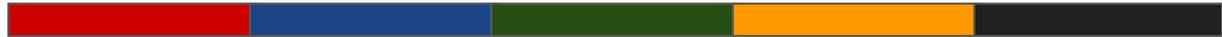
Visit <https://greatlakestctac.umn.edu>

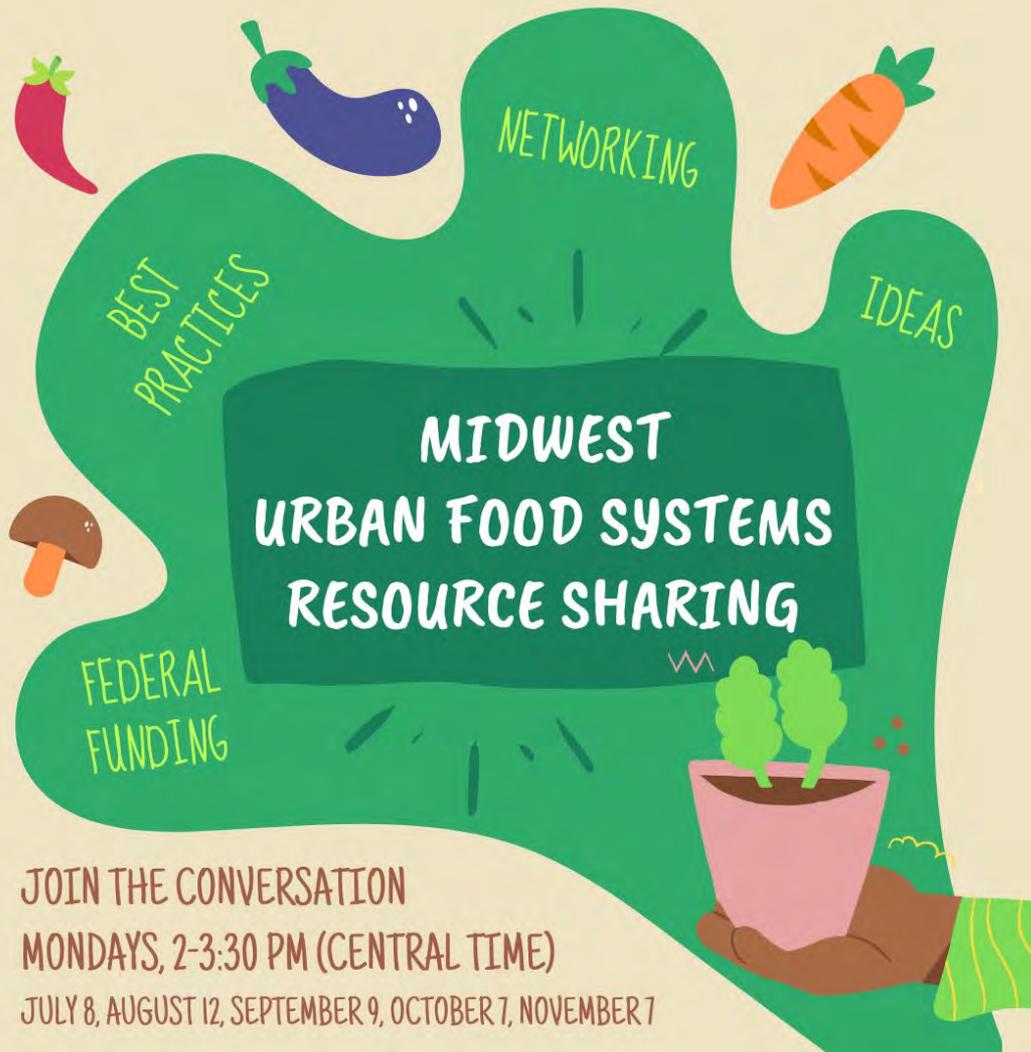


Reach out to TCTAC@umn.edu



Sign up for newsletters and emails
(z.umn.edu/TCTACNews)





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Opportunities for more lead partners from Iowa, Minnesota, Dakotas!



Grants and Financial Management

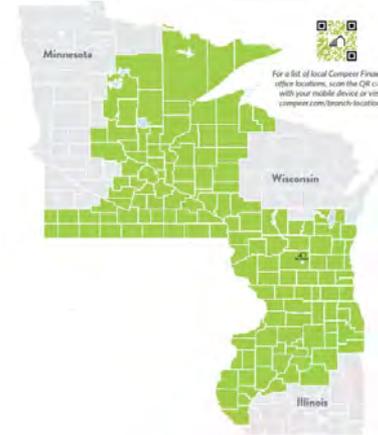
Paul Dietmann (WI), Sai Thao (MN), and Sarah Hoerner (IL)

New Markets

paul.dietmann@compeer.com sai.thao@compeer.com sarah.hoerner@compeer.com

Is Compeer a bank?

- No!
- Compeer is member-owned Farm Credit Cooperative
- Congress established the Farm Credit System in 1916 to help rural communities with agricultural lending
- Our members receive patronage every year
- We cover 144 counties in IL, WI, and MN





Emerging Markets Program started in 2017

- For farmers marketing their products directly to consumers or engaged in value-added ag
- Majority of our borrowers are first-generation farmers
- Many of our farms are primarily operated by women
- Significant number are immigrants
- We're often providing their first farm loan
- Most knew nothing about the Farm Credit System
- Portfolio performance has been excellent

Emerging Markets Program

- For farmers marketing their products directly to consumers or engaged in value-added ag
- Microloan up to \$75,000
 - Easy underwriting
 - Quick loan decisions
 - Low interest rates
 - Lots of business planning help
- Loans from \$75,000 to \$1 million+ too



Whether your farm is a non-traditional operation marketing directly to consumers – or through local and regional food systems – our dedicated and experienced team can provide **financial solutions** designed to help you succeed. And we'll guide you every step of the way.

COMPEER.COM/EmergingMarkets

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(612) 597-4086
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Paul Dietmann
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 **COMPEER**
FINANCIAL
(844) 426-6733 | CHAMPIONRURAL



Compeer Financial can provide assistance with financing and operations based on historical data and industry expertise. Compeer Financial does not provide legal advice or certified financial planning. Compeer Financial, ACA is an Equal Credit Opportunity Lender and Equal Opportunity Provider and Employer. ©2020 All rights reserved.



Lender Requirements

In order to be approved for a loan a lender will require:

- Collateral
 - Hard for beginning farmers to provide
- Financials
 - Most farmers do not make a profit until after year 5
- Credit Score
- Lenders will ask questions that might be hard to quantify
 - Most common: “Who are your customers?”
- Repayment Capacity



Grants vs Lenders

Grants

- Will not need collateral
- Will not need all or in some cases any financials
- Grants do not need to be repaid (generally)

Can lenders work within the grant system?

Yes! Lenders can help fill gaps in a farmers grant plan

- Provide gap financing (line of credit most common)
 - Reimbursable grants, grants with matches, grants that do not pay for entire project
- Provide letters of support
- Pre-Approve a loan pending the grant being awarded

Addressing Lender Requirements with Grants

- Collateral: Grant funds can be used to purchase collateral
- Financials: Could improve financials by increasing net worth and/or increasing revenue
- Credit Score: Ag Loans generally do not get reported unless in delinquency. (IE They won't effect your credit score like using a credit card)
- Hard questions: the grant app will ask questions and can be used to answer lender questions (plan for use of funds)
- Repayment Capacity: Use line of credit to pay for project then pay off the line with grant funds. Cost will be interest only.
 - Interest is usually a lot cheaper than credit cards
 - Most Ag loans are not reported to credit bureau unless delinquent



Things to remember

- Lender could require their name on the grant check
- NRCS and names on checks: USDA will need to know from the beginning of the application that a lender's name needs to be included. Talk to your local NRCS agent for more information.
- Utilize your lender to review grant app. Another set of eyes.
- Communicate with your lender



Thank you!

Sarah Hoerner, Lending Specialist Emerging Markets

Email: sarah.hoerner@compeer.com

Cell: 309-386-2584

Funding Focus

Farm business funding

NRCS: Annalise Lallana,
American Farmland Trust

SARE: Betsy Wieland, North
Central SARE

Business Builder: Jane Cajuste,
Chicago Food Policy Action
Council



Urban Conservation in Kansas City

Annalise Lallana

*Midwest Urban Ag & Small Farm Outreach
Specialist*

**Partner Employee with NRCS/USDA in
Urban Ag Pilot of Kansas City**

American Farmland Trust

SAVING THE LAND THAT SUSTAINS US



PROMOTING SOUND FARMING PRACTICES



PROTECTING FARMLAND



KEEPING FARMERS ON THE LAND

AFT National & Regional

Regions

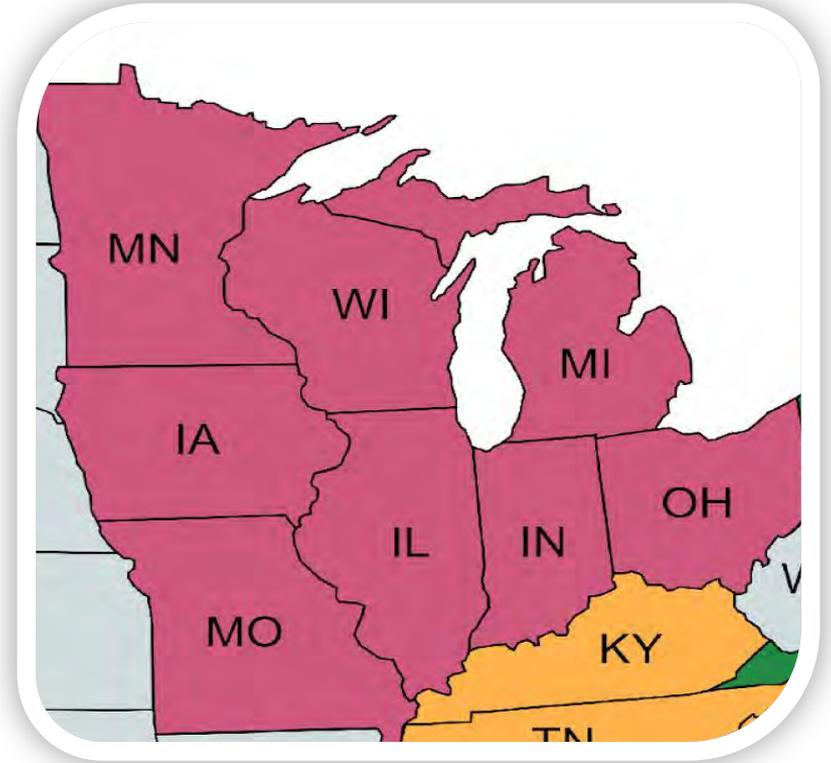
- Northeast
- New York
- Pacific Northwest
- Southeast
- Texas
- California
- Mid-Atlantic
- Midwest

Midwest Region FACTS

The 8 States in the MW Regions
by the numbers:

Total Cropland:
130 million acres

% of total cropland in the U.S.:
15%



2024 Midwest Team



Kris Reynolds
Regional Director



Jean Brokish
Deputy Director

Angie Doucette
Farmland Protection Manager



Dylan Cook
Policy Manager

Alan Bailey
Solar Specialist



Kathryn Pagura
Operations Coordinator



Julie Larsen
Program Manager



Helen VanBeek
Program Manager



Shelby Leick
Senior Program Manager



Piero Taico
Comms Manager



Vacant
ACEP-ALE Specialist



Floreal Crubaugh
Farmland Coordinator



Sydney Green
Midwest Philanthropy Officer

Vacant
Urban Ag. Specialist



Torey Colburn
Cons. Agronomist



Casey Kula
Soil Health Specialist



Rachel Lechuga
Program Associate



Ben Harbaugh
Ag. Specialist



Marlee Giacometti
Program Associate



Joe Stuckel
Cons. Technician



Three Main Project Areas

- **Healthy Land & People**

- *Promoting sound farming practices*

- **The Future of Farmland**

- *Protecting farmland*

- **New Farmers**

- *Keeping farmers on the land*

Urban Conservation

- *Pilot umbrella agreement between NRCS and American Farmland trust*
- *Agreement was to fill gaps in NRCS services*
- *My position is to help establish and promote urban ag conservation in Kansas City*
 - *Connect agency and urban growers*
 - *Translate urban ag practices for agency*

What is NRCS?

- Natural Resource Conservation Service
- Federal Agency under USDA
- Created to support conservation and farming in USA
- Offer programs to support producers and conservation
- Work with FSA (Farm Service Agency) to administer programs



Programs for Beginner(ish) Farmers

- EQIP - Environmental Quality Incentive Program
 - EQIP provides tech and financial assistance to ag producers to address natural resource concerns.
- Organic Transition Initiative
 - NRCS can help producers transition to organic using a conservation plan tailored to their needs.
- CSP - Conservation Stewardship Program
 - Develop a conservation plan that outlines and enhances existing efforts, using new conservation practices or activities

What is EQIP?

- EQIP provides technical and financial assistance to agricultural producers and forest landowners to address natural resource concerns, such as:
 - Improved water and air quality
 - Conserved water
 - Increased soil health
 - Improved or created wildlife habitat
 - Mitigation against drought and extreme weather

How it Works?

- NRCS works one-on-one with producers to make a conservation plan that outlines practices to help solve on-farm issues. Producers implement practices and activities in their conservation plan that can lead to cleaner water and air, healthier soil and better wildlife habitat, all while improving their agricultural operations. EQIP helps producers make conservation work for them. Financial assistance for practices may be available through EQIP. Some producers may also qualify for **advance payment**.

Scenario

The following example is for illustrative purposes only! There are no guarantees that your conservation plan would appear at the same, similar, or higher rate as the following sample or be funded by the USDA.



Scenario

- 1/3 acre home lot
- 1,500 square feet of production
- Growing Veg, Fruits, and Poultry
- Qualifies as Historically Underserved (Beginning Farmer)

Scenario

Wildlife Habitat Planting				\$	176.00
Interplanting with potted plants or shrubs	Sq Ft	1.76	100	\$	176.00
Low Tunnel System				\$	985.00
Low tunnel < 1000 square feet- Year 1	Sq Ft	5.47	180	\$	984.60
Tree/Shrub Establishment				\$	91.00
Bareroot Trees and Shrubs, with Tree Shelters, Each	Each	6.43	14	\$	90.02
Mulching				\$	183.00
Natural Material, Small Area	Each	182.66	1	\$	182.66
Irrigation System - Microirrigation				\$	1,150.00
Small Microirrigation System	Sq Ft	1.15	1000	\$	1,150.00
Composting Facility				\$	897.00
Small Farm Pad + Bins	Sq Ft	68.99	13	\$	896.87
				\$	3,482.00

Urban County Committees (FSA)

Under Farm Service Agency

- (U)CC are a critical component of the day-to-day operations of FSA and allow grassroots input and local administration of federal farm programs
 - Every county has one. Urban pilots also have one
- Elections are annual and ANY farmer who has a farm number is eligible
- Encourage small and urban farmers to sit on these committees

Contact Information

Annalise Lallana

Midwest Urban Ag & Small Farm Outreach Specialist

**Partner Employee with NRCS/USDA in
KC Urban Ag Pilot**

alallana@farmland.org

(816) 225-4982



Non-Discrimination Statement

- In accordance with Federal civil rights law and U.S. Department of Agriculture (USDA) civil rights regulations and policies, the USDA, its Agencies, offices, and employees, and institutions participating in or administering USDA programs are prohibited from discriminating based on race, color, national origin, religion, sex, gender identity (including gender expression), sexual orientation, disability, age, marital status, family/parental status, income derived from a public assistance program, political beliefs, or reprisal or retaliation for prior civil rights activity, in any program or activity conducted or funded by USDA (not all bases apply to all programs). Remedies and complaint filing deadlines vary by program or incident.
- Persons with disabilities who require alternative means of communication for program information (e.g., Braille, large print, audiotape, American Sign Language, etc.) should contact the responsible Agency or USDA's TARGET Center at (202) 720-2600 (voice and TTY) or contact USDA through the Federal Relay Service at (800) 877-8339. Additionally, program information may be made available in languages other than English.
- To file a program discrimination complaint, complete the USDA Program Discrimination Complaint Form, AD-3027, found online at [How to File a Program Discrimination Complaint](#) and at any USDA office or write a letter addressed to USDA and provide in the letter all of the information requested in the form. To request a copy of the complaint form, call (866) 632-9992. Submit your completed form or letter to USDA by: (1) mail: U.S. Department of Agriculture, Office of the Assistant Secretary for Civil Rights, 1400 Independence Avenue, SW, Washington, D.C. 20250-9410; (2) fax: (202) 690-7442; or (3) email: program.intake@usda.gov.
- USDA is an equal opportunity provider, employer, and lender.



SARE and our grants

Betsy Wieland
September 2024



What is SARE?

Grants and outreach to advance sustainable innovations to the whole of American agriculture.



Visit www.sare.org or
www.northcentral.sare.org

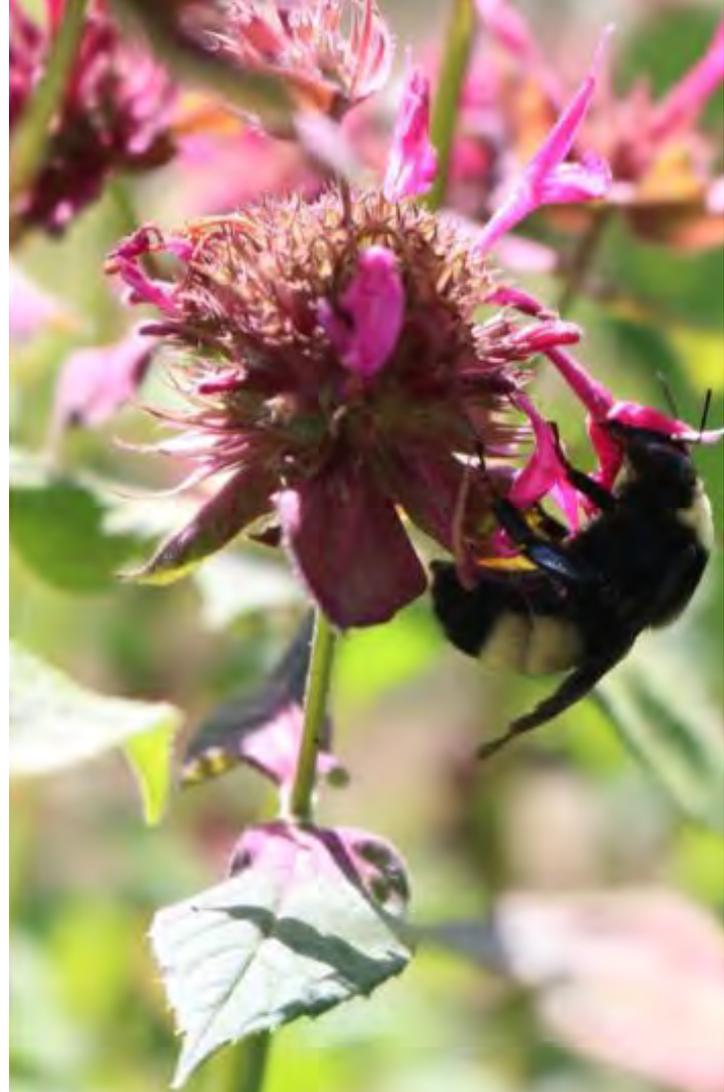
Photo credit: Carol Flaherty



A Different Kind of Grant Program

Started in 1988, SARE strives to be

- Decentralized
- Science-based
- Grassroots
- Problem solving
- Practical
- Inclusive



The SARE Model

Successful SARE projects are guided by the 3 legs of sustainability



Stakeholder Involvement

Exploring problems identified by
farmers and ranchers

Farmers and ranchers are involved in
research, education and outreach



The SARE portfolio

- Sustainable pest and weed management
- Marketing and local food systems
- Water quality and nutrient management
- Systems research
- High tunnels and season extension
- Crop diversification
- Cover crops and soil health
- Small ruminants/poultry/cattle
- Pastured livestock/grazing systems
- Pollinators and biodiversity
- Urban Agriculture
- Food Sovereignty
- ... and much more



NCR- SARE Grant Programs

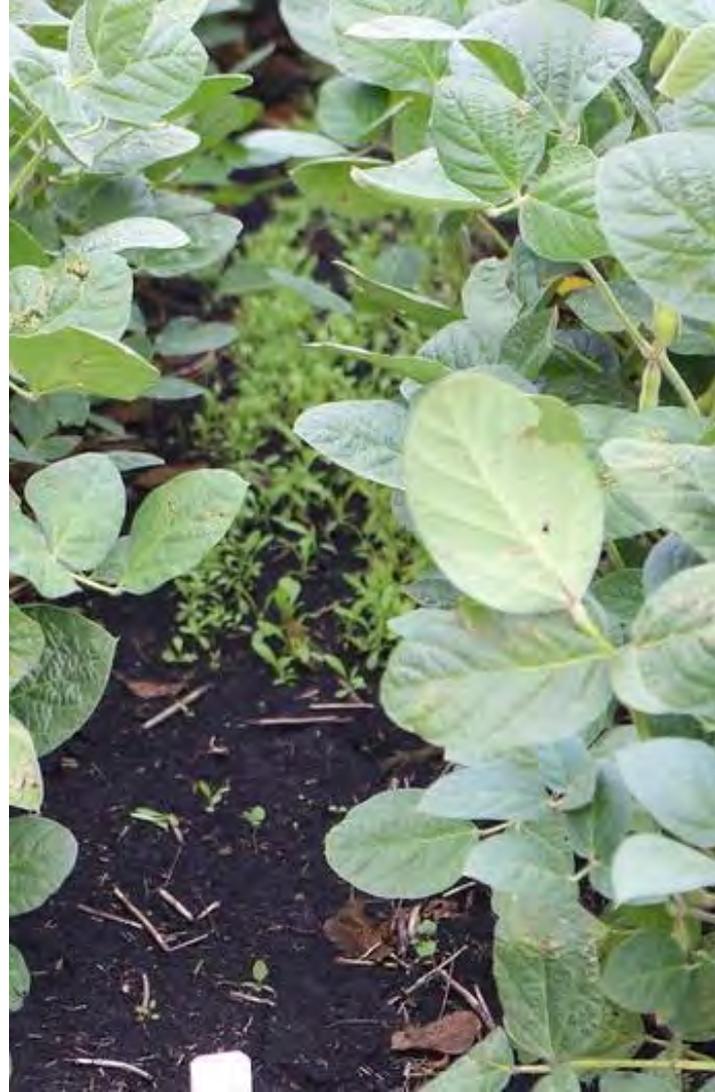
Programs	Funding Max
Youth Education 	\$6,000
Farmer Rancher 	\$15,000 or \$30,000
Graduate Student	\$20,000
Partnership 	\$50,000
Professional Development	\$120,000
Research and Education 	\$250,000



Research and Education

Beth Nelson

- Grants for researchers or educators to explore sustainable ag
- Up to \$250,000 per project
- Preproposals lead to full proposals
- Grants go primarily to organizations
- 13 to 14 projects funded per year
 - 170 preproposals
 - 40 of those invited for full proposals



Farmer Rancher

Liz Brownlee

- Grants directly fund farmers and ranchers to explore new production methods or marketing approaches for their farm
- Individual grants (\$15,000 maximum) or team grants for two or more farmers/ranchers who are working together (\$30,000 maximum)
- Encouraged to link with university or non-profit partners
- About 40 projects of 140 proposals funded per year



Youth Educator

Liz Brownlee

- Grants for young people and educators to understand sustainable practices and see sustainable agriculture as a viable career option
- Up to \$6,000 per project
- Appropriate for youth educators such as classroom teachers, 4-H, community organizations, vo-ag teachers or others
- Last year 18 of 69 proposals were funded



Partnership

Betsy Wieland

- Grants for building collaborations with agricultural professionals, farmers and ranchers
- For on-farm research, demonstration, and/or educational projects
- Up to \$50,000 per project
- An Agricultural Professional is the grant applicant and principal investigator
- Typically three or more farmers or ranchers involved in the project
- Last year 21 of 44 proposals were funded



Graduate Student

Betsy Wieland

- Grants for graduate students to explore sustainable ag as part of their degree program
- Up to \$20,000 per project
- Grad student must write proposal and lead work on project
- This year 22 of 74 proposals were funded



Professional Development

Rob Myers and Andy Larson

- Grants for ag professionals to train other ag professionals using farmers/ranchers as educators
- Up to \$120,000 per project
- 8-10 projects funded per year



Budget Item Examples

CAN pay for project expenses

- Partial salary
- Farmer time
- Supplies
- Equipment (Max \$5000)
- Travel
- Meeting expenses
 - Food allowed if part of meeting continuity
- 10% indirect costs

CANNOT pay for

- Permanent structures
- Branded attire, promotional items
- Tuition

SEE CALL FOR PROPOSAL FOR MORE



Two main resources to help you

NCR-SARE Website

Northcentral.sare.org

- Call For Proposals
- Help from a person
 - NCR-SARE staff
 - State coordinators
- Video tutorials

National SARE Project Database

Projects.sare.org

- Research previously funded work
- Submit your application
- Manage your grant



Questions?

Betsy Wieland
eliza003@umn.edu
612-626-6556

ncrsare@umn.edu
612-626-3113

northcentral.sare.org



Business Builder

OVERVIEW

The program aims to support small and historically underserved farm and food producers by infusing their businesses with grant funding and technical assistance to strengthen stability and expand market access.

- **Managed by Regional Food Business Centers (GLM_RFBC)**
- **Lead by Center for Regional Food Systems (CRFS) at Michigan State University**
- **Funded by USDA Agricultural Marketing Services**

Business Builder

ILLINOIS PRIORITY PLACES: These areas have been determined using the Social Vulnerability Index and other indicators of barriers to resources.

Northwest: Boone, Bureau, LaSalle

JoDaviess, Ogle Whiteside

Chicago Metro: Cook, Kane, Kankakee, Lake, McHenry, Will

Central: Brown, Champaign, Cumberland, Fulton, Henderson, Iroquois, Jefferson, Mason, McClean, Pike, Piatt, Sangamon, Schuyler, Shelby, Vermillion, Warren, White

Metro East: Jersey, Madison, Macoupin, Pike

Southern: Alexander, Clay, Clinton, Fayette, Massac, Pope, Pulaski, Union

Business Builder

FUNDING AMOUNTS

- **10 million dollars available through 2028 for the GLM_RFBC**
- **Approximately 4 million dedicated to Technical Assistance Support**
 - To support both food and farm businesses
- **Approximately 6 million for Business Builder Awards**
 - No match requirement, businesses receives direct funding
 - 2 Million scheduled to roll out for ***Phase 1*** of the program
 - ***Phase 1*** is open to farmers & farmer Cooperatives
 - ***Phase 2*** will be open farmers ***and*** all food producers

Details on geographic distribution are under review and will be finalized in upcoming working sessions

Business Builder

AWARD AMOUNT

- Each entity is able to receive ***up to \$100,000***
 - The maximum amount for Phase 1 is ***\$50,000***
 - The ***minimum*** amount a business will receive is ***\$5,000***

Grant recipients have to clearly demonstrate how the funds will be used to enhance their market presence, access new markets, or expand market share.

Business Builder

ELIGIBLE USES OF FUNDING

The funds are provided thru the USDA Agricultural Marketing Service therefore, they can only be used for or marketing, and anything post harvest/production.

Examples of allowable uses are:

- Packaging & Labeling
- Feasibility studies
- Hiring a consultant for business needs
- Website development
- Hiring staff for business operation
- Equipment
- Value added production needs
- Digital marketing needs
- Branding materials & strategy
- Business development
- Coordination of product distribution

Business Builder

KEY APPLICATION REQUIREMENTS

- Employer Identification Number (*EIN*)
- Obtaining a Unique Entity Identifier (**UEI**) through Sam.gov.
- Available **Business Builder & UEI** training resources:
 - MSU “What you need to know” Webinar
 - Assisting Small Businesses thru SAM.gov Training Webinar
 - GSA Youtube on how to apply for a UEI through Sam.gov
 - GSA powerpoint presentation on how to apply for a UEI through Sam.gov

Business Builder

LATEST PROGRESS UPDATES:

- October 2024 RFBC Webinar
 - “Telling a compelling story for grants”
 - We’re going to discuss effective storytelling strategies for food and farm businesses when applying grant applications
- Business Builder application launches late 2024
- Application will also be open to technical assistance service providers interested in supporting businesses applying for the Business Builder Grant
- **Business Builder FAQ coming soon !!!**

Other grants coming up

USDA Community Food Projects grants - just announced on Friday

Deadline is November 7, 2024

Link to CFP-specific webinars and TA:

<https://airtable.com/appFuD985jR9Ou79G/shrjJ65BeCLckSpqq>

What's next?

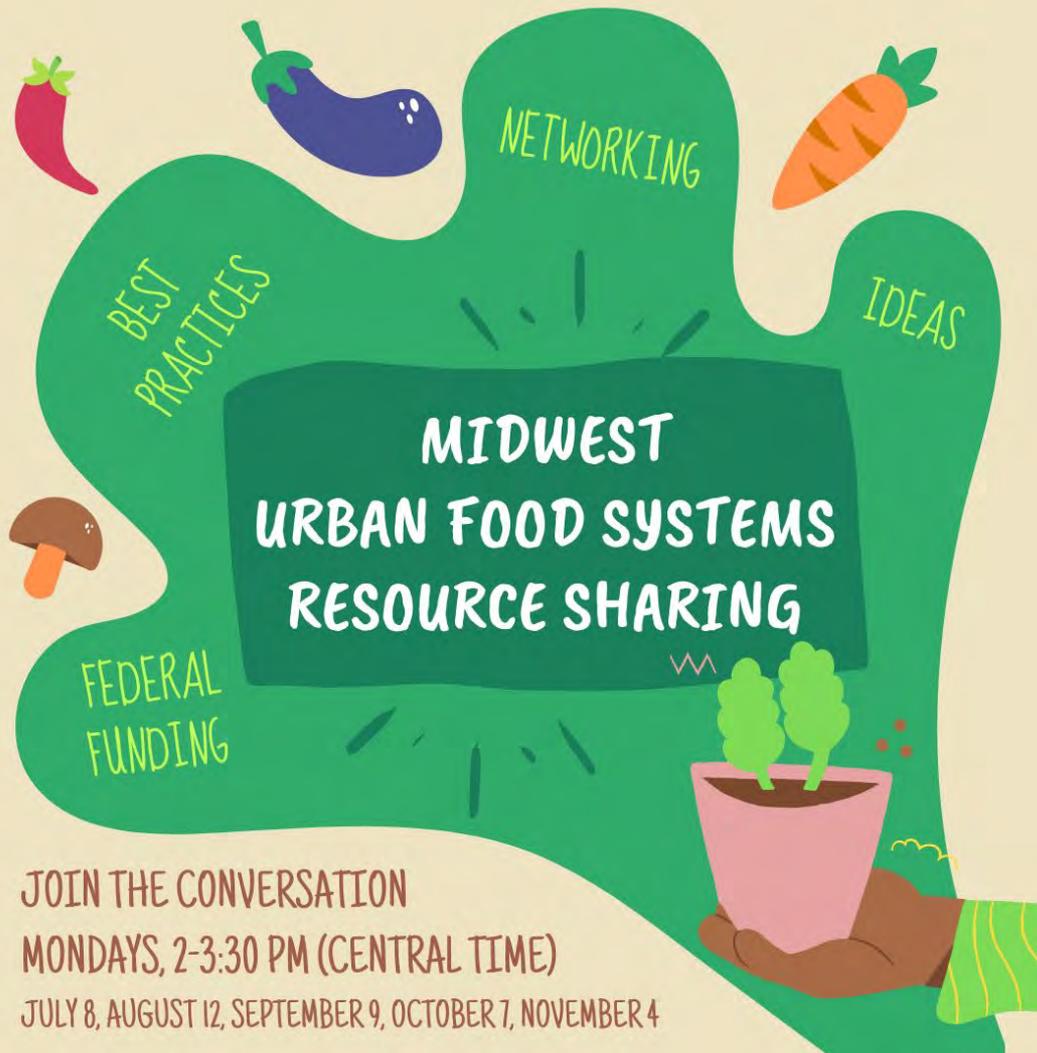
Monthly resource sharing sessions will be held on Zoom, 2-3:30 pm Central Time on Mondays:

- October 7
- November 7

These sessions are designed to help build shared knowledge of funding sources to support urban agriculture.

[Weigh in on what would be most useful to you!](#)





A RE-AMP Network Action Team

JOIN THE CONVERSATION

MONDAYS, 2-3:30 PM (CENTRAL TIME)

JULY 8, AUGUST 12, SEPTEMBER 9, OCTOBER 7, NOVEMBER 4

Today's Agenda

Overview of RE-AMP and this Action Team

Funding in Action: Kansas City Community Gardens with Jennifer Meyer

Community Food Projects Overview with Andy Fisher

Farmers of Color Land Fund announcement by Dominique Edwards

GFPI Community Fund announcement by KP with CFPAC

Review resources available and opportunity for discussion

Last meeting overview

What is RE-AMP?



“Think systemically, act collaboratively.”

Connections: We connect people to each other so that they can share ideas, understand each other on a human level, and form relationships that transcend any one issue.

Collective Strategy Setting: Our mission is to set collective strategy and enable collaboration because we believe that strategies for the Midwest should come from the Midwest.

Capacity: When it comes time to put strategy into action, we want to be sure our members have what they need to be successful.

What is this Action Team?

Strengthen collaborative relationships.

Share ideas and resources.

Gather best practices based on lived experience.

The purpose of the network will be to support you – urban farm and food system focused organizations, food policy councils, and farmers – in understanding, accessing, and coordinating federal, state, local, and private funding available at the intersection of urban food systems and climate change.

The first session will engage in conversation about key considerations before applying for federal funding, building strong partnerships, steps to prepare, and sharing examples of successful urban food system projects.

Who is involved?

This Action Team project is led by:

- Chicago Food Policy Action Council
- Cultivate Kansas City
- West Michigan Sustainable Business Forum
- Greater Cincinnati Regional Food Policy Council
- NWI Food Council

Funding in Action

Jennifer Meyer
Kansas City Community
Gardens

Strategic approaches to
funding urban gardens

Intro to Kansas City Community Gardens

- Supports a network of 3,500 home gardeners, 300 community gardens, 240 school gardens and 260 orchards
- Focus on low-income clients growing food for themselves or to share with others freely
- Operates throughout KC metro, in both Kansas & Missouri
- In operation since 1985
- 25 staff members
- \$1.5 million annual operating budget





FOOD



FOOD



ENVIRONMENT



COMMUNITY

Food Focus



- Most traditional approach
- Food & nutrition security angles
- Healthy food as an upstream determinant of health

Funder Examples

- Health industry partners: insurance companies, hospital foundations, health-focused foundation
- USDA/NRCS People's Garden Grants
- State Departments of Agriculture, Social Services

Environment Focus



- Food is the “draw” that engages people in engaging with nature and taking an active role in caring for the environment
- Environmental benefits of gardening, orcharding

Funder Examples

- KC Parks & Water Departments
- EPA Environmental Education grants
- NFWF 5-Star Urban Water grants
- Missouri Department of Conservation
- Corporate funders

Community Focus



- “Livable neighborhood” concept - food, neighbor connections, green space, mental health
- Draws on multiple benefits of gardening

Funder Examples

- KCMO Community Development Block Grant (CDBG)
 - Public Service Agency Funding
- Local foundations with specific audience focus areas
 - Youth, seniors, etc.

Questions & Discussion



Funding Spotlight

Andy Fisher

ISED Community Food Projects
Technical Assistance Provider

Community Food
Projects Competitive
Grant Program



ISED
Solutions

Community Food Projects Competitive Grant Program Overview

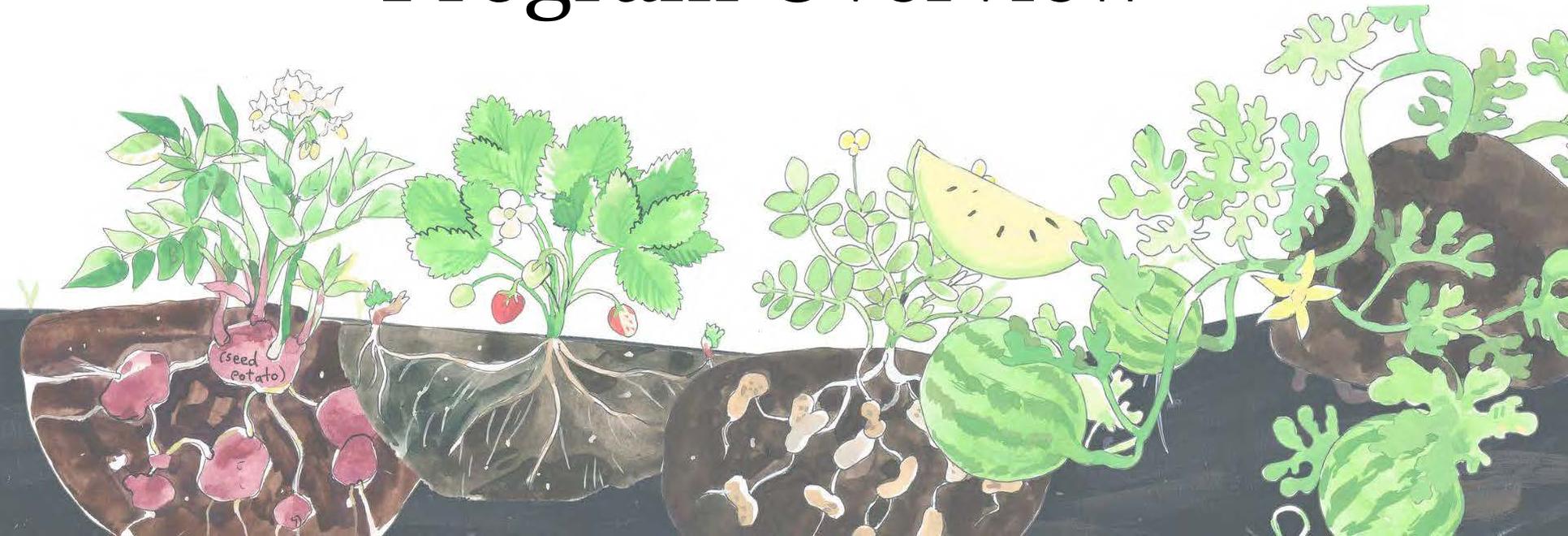
WHO WE ARE

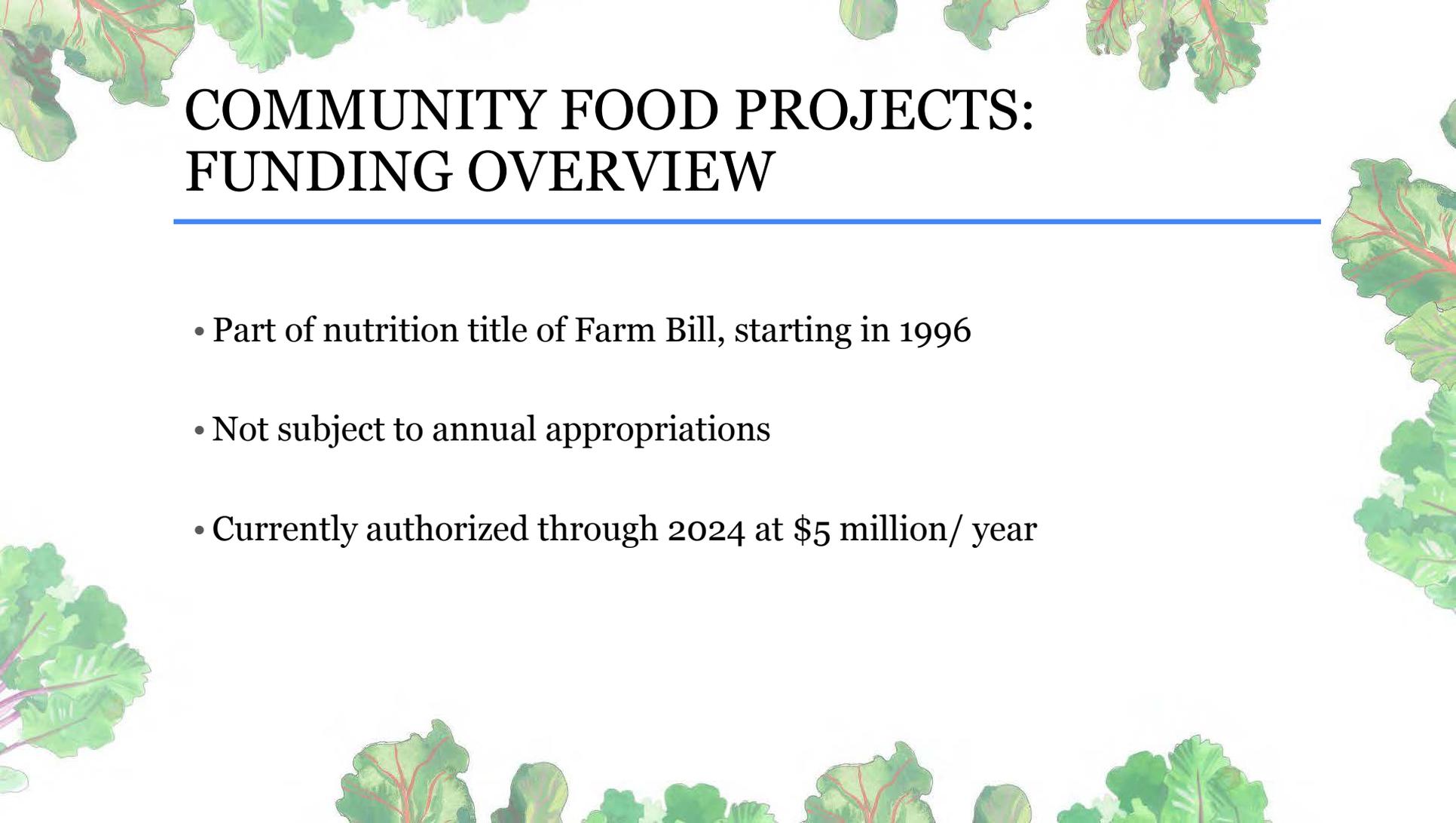
Institute for Social and Economic Development Solutions (ISED Solutions):

- Recipients of the Technical Assistance grant through CFPCGP
- Providers of Applicant and Grantee Technical Assistance



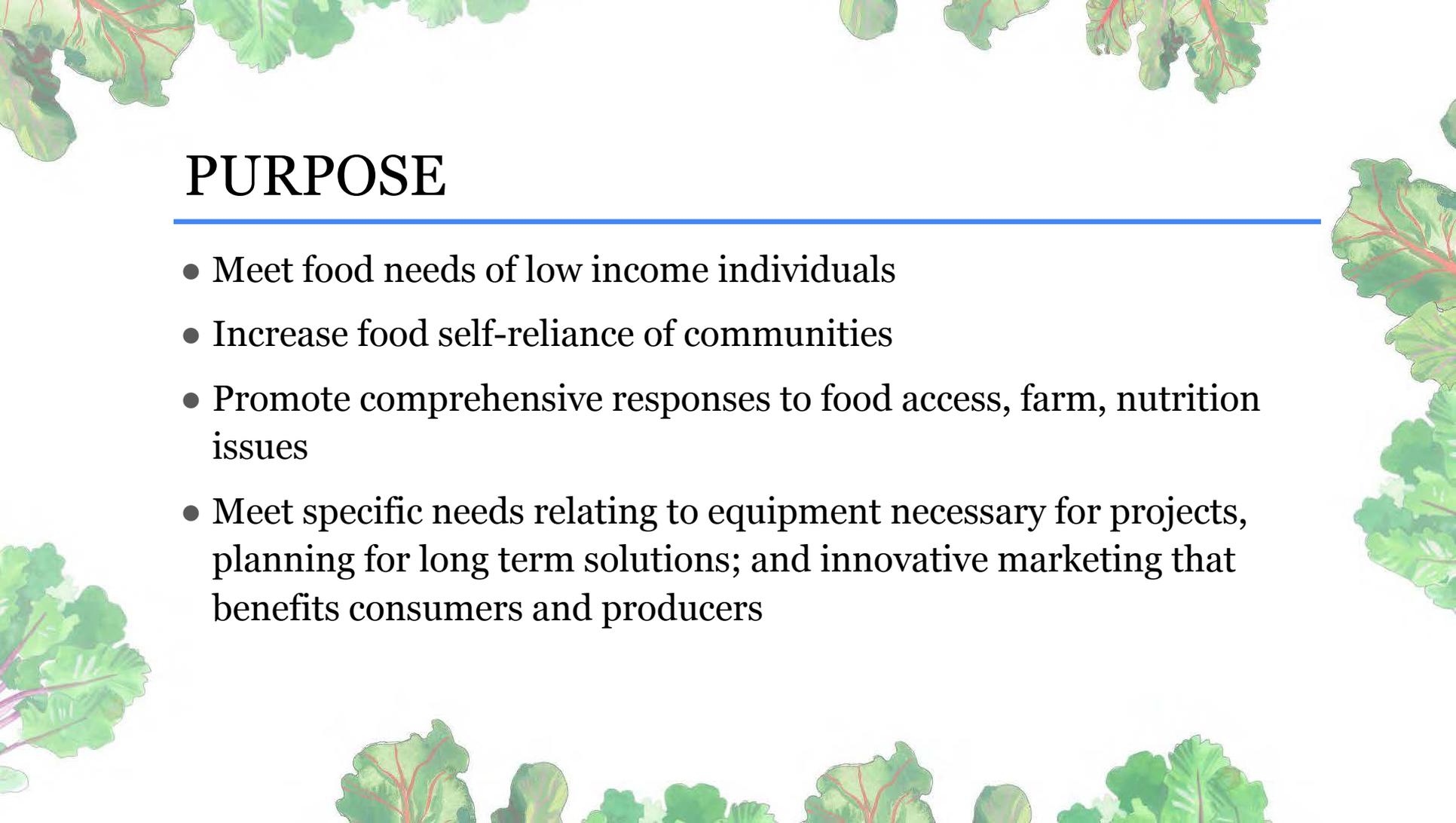
Program Overview



The slide features decorative borders of various green leafy vegetables, including what appears to be Swiss chard, around the perimeter. A solid blue horizontal line is positioned below the title.

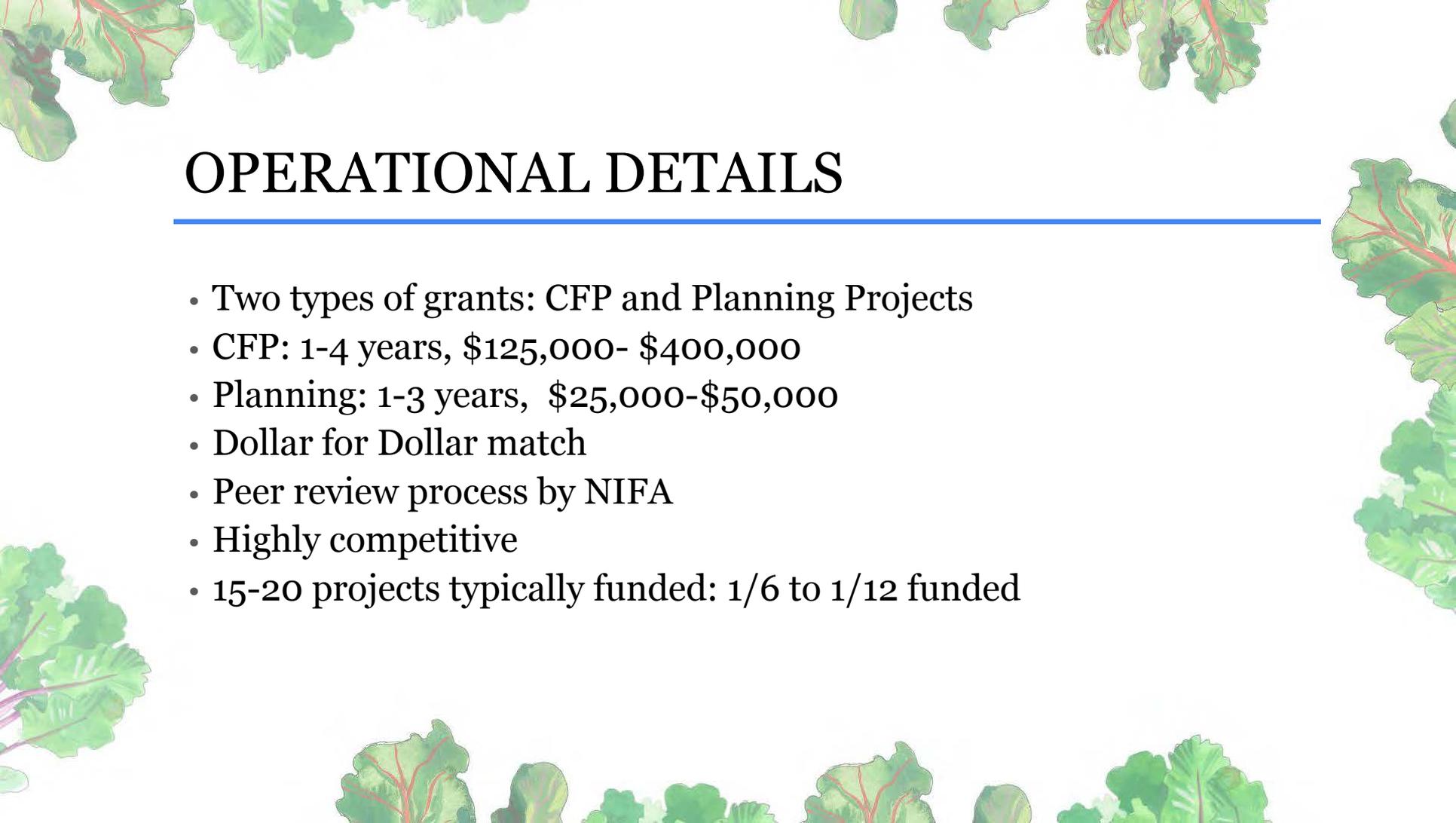
COMMUNITY FOOD PROJECTS: FUNDING OVERVIEW

- Part of nutrition title of Farm Bill, starting in 1996
- Not subject to annual appropriations
- Currently authorized through 2024 at \$5 million/ year



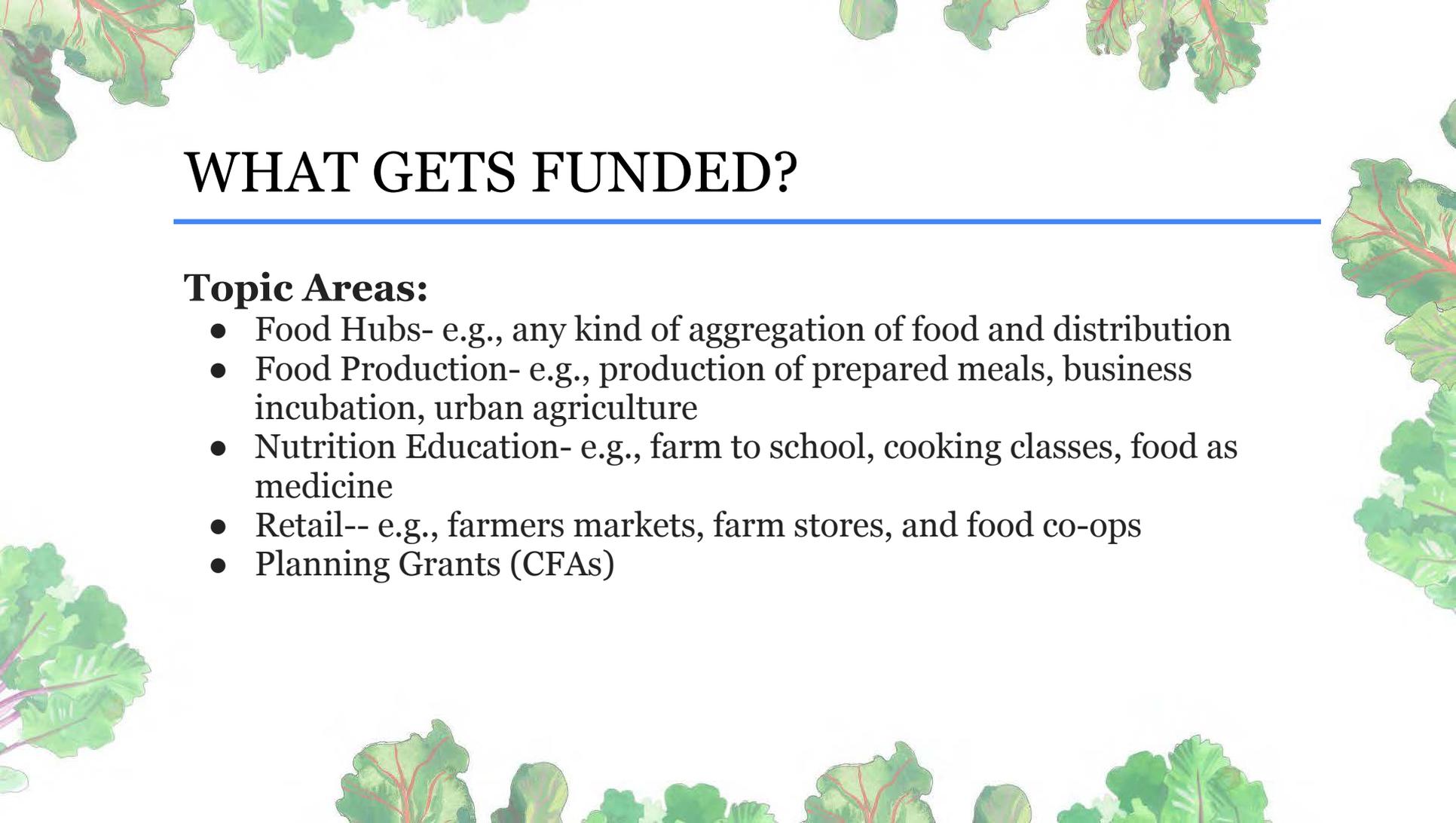
PURPOSE

- Meet food needs of low income individuals
- Increase food self-reliance of communities
- Promote comprehensive responses to food access, farm, nutrition issues
- Meet specific needs relating to equipment necessary for projects, planning for long term solutions; and innovative marketing that benefits consumers and producers



OPERATIONAL DETAILS

- Two types of grants: CFP and Planning Projects
- CFP: 1-4 years, \$125,000- \$400,000
- Planning: 1-3 years, \$25,000-\$50,000
- Dollar for Dollar match
- Peer review process by NIFA
- Highly competitive
- 15-20 projects typically funded: 1/6 to 1/12 funded



WHAT GETS FUNDED?

Topic Areas:

- Food Hubs- e.g., any kind of aggregation of food and distribution
- Food Production- e.g., production of prepared meals, business incubation, urban agriculture
- Nutrition Education- e.g., farm to school, cooking classes, food as medicine
- Retail-- e.g., farmers markets, farm stores, and food co-ops
- Planning Grants (CFAs)

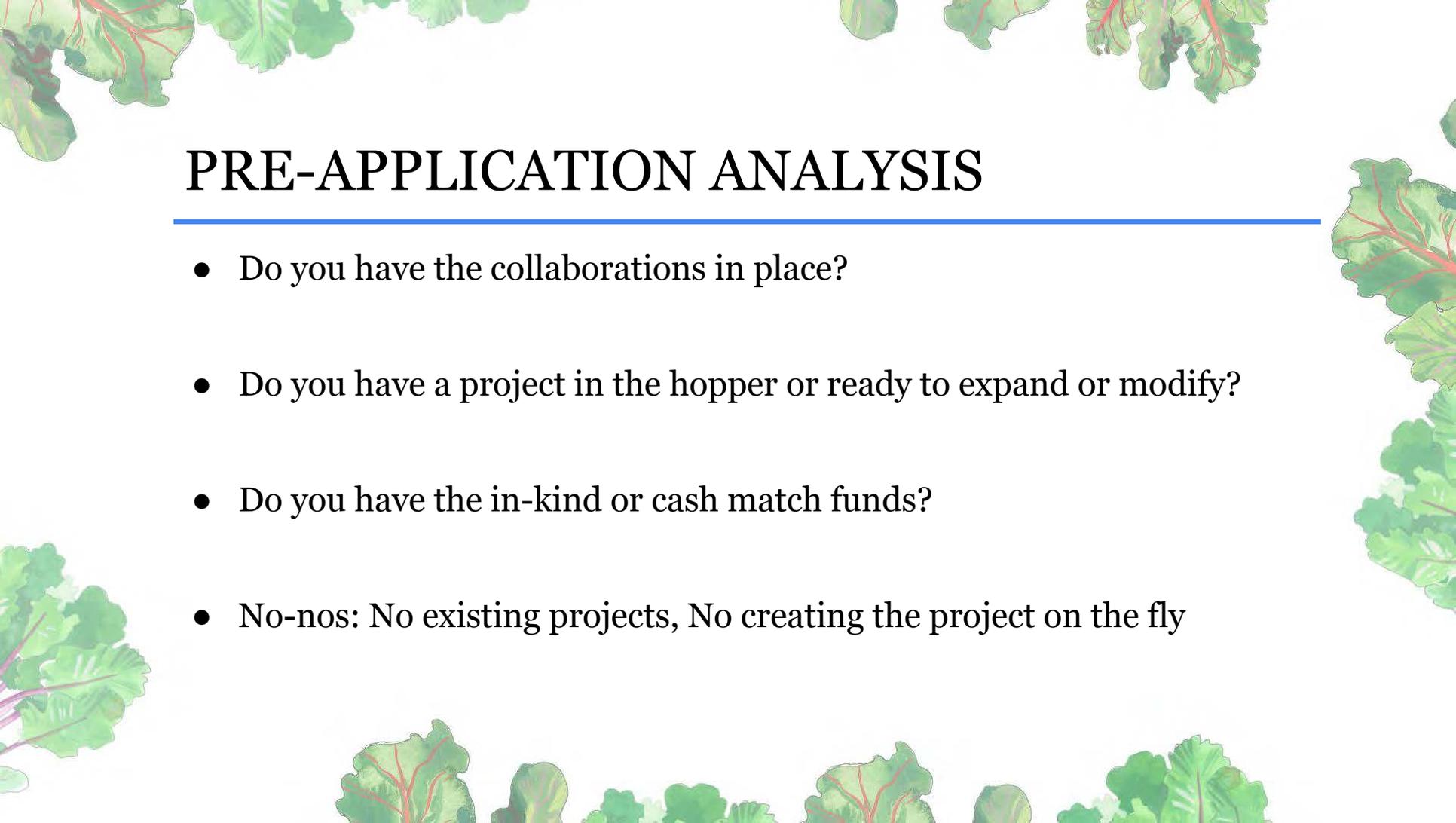


EXAMPLES

- Missouri Rural Crisis Center- Patchworks Family Farm
- Appetite for Change, Minneapolis
- North Flint Co-op
- Friends of Finland, MN

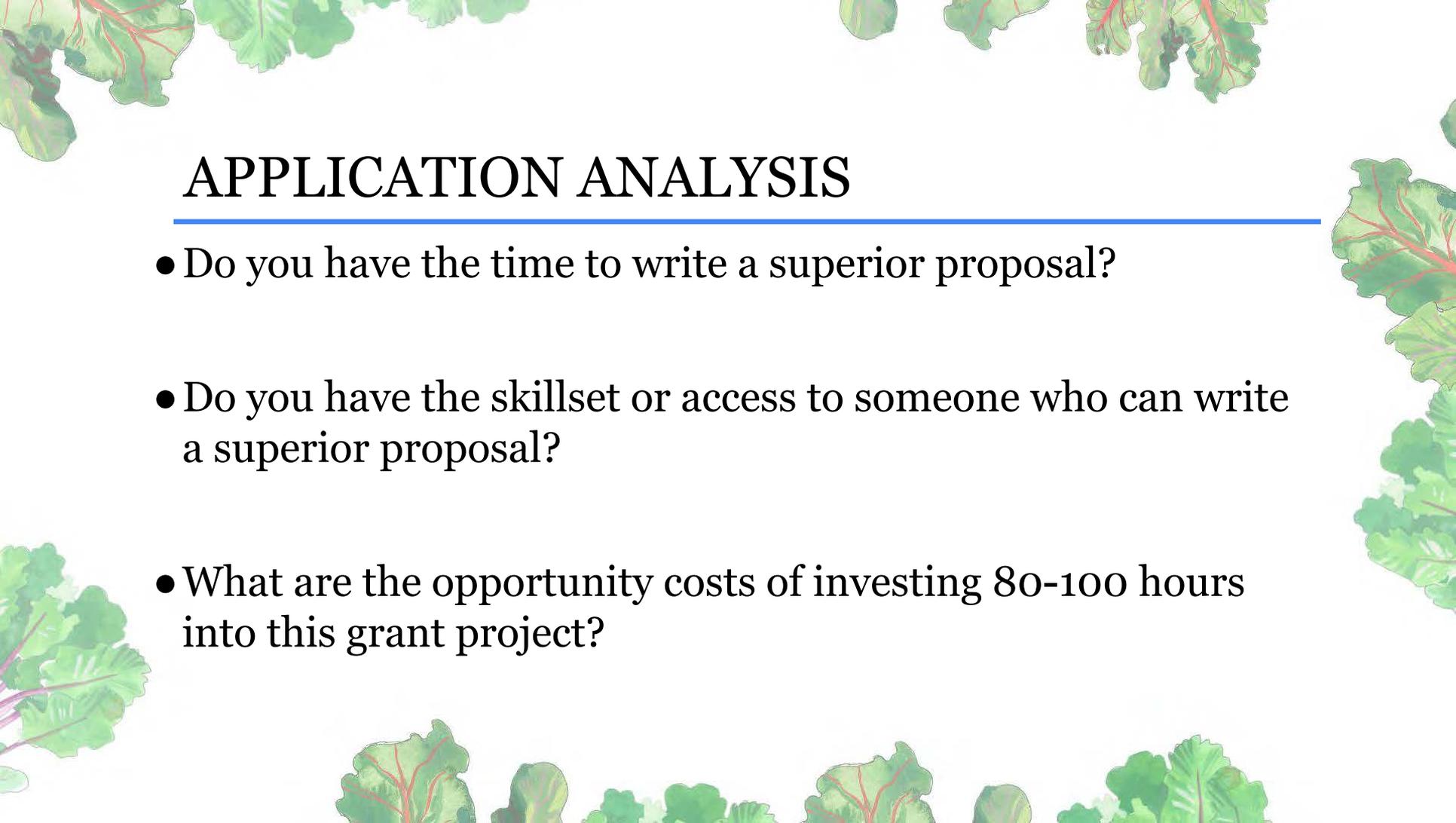
Application Real Talk





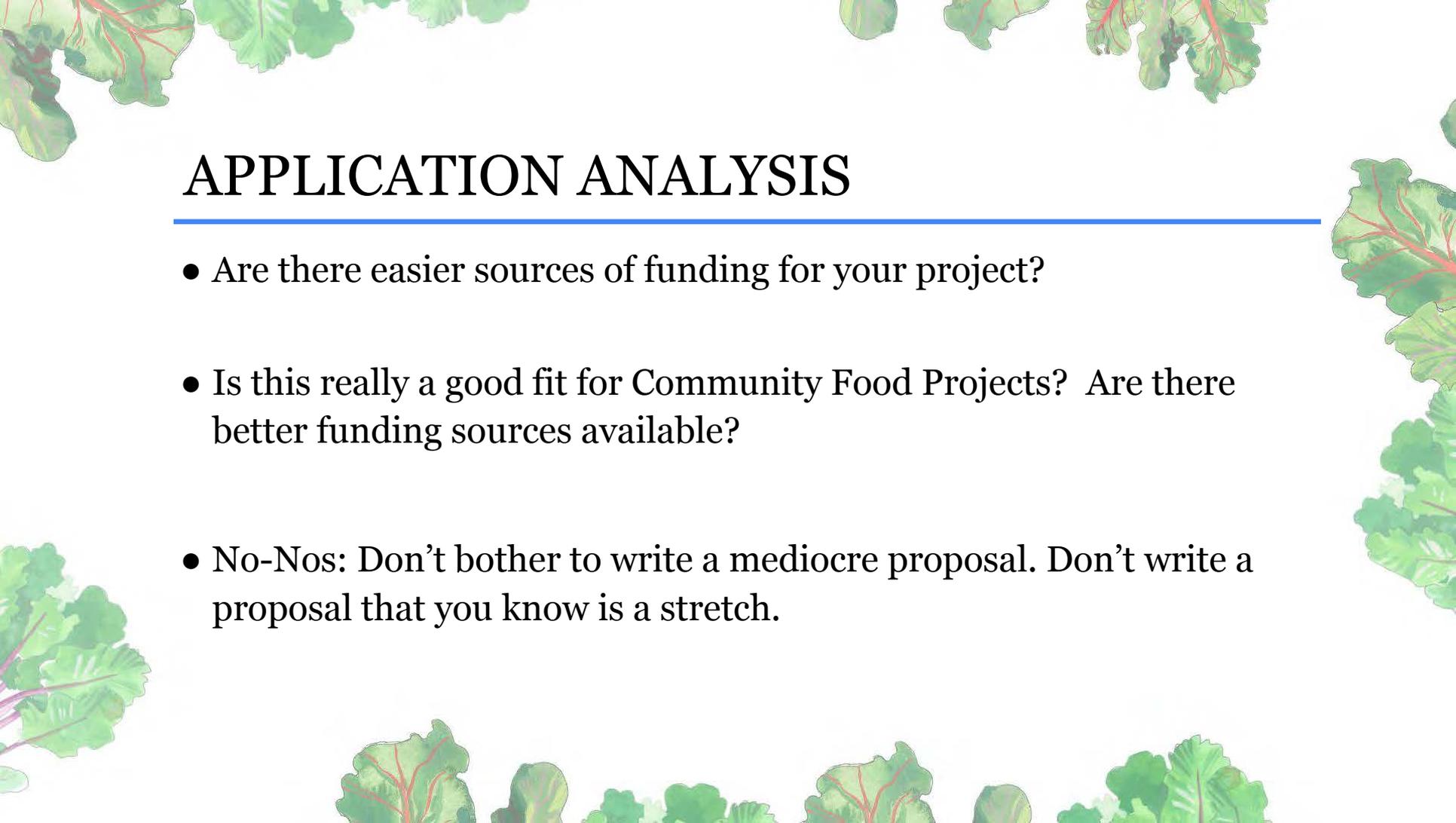
PRE-APPLICATION ANALYSIS

- Do you have the collaborations in place?
- Do you have a project in the hopper or ready to expand or modify?
- Do you have the in-kind or cash match funds?
- No-nos: No existing projects, No creating the project on the fly



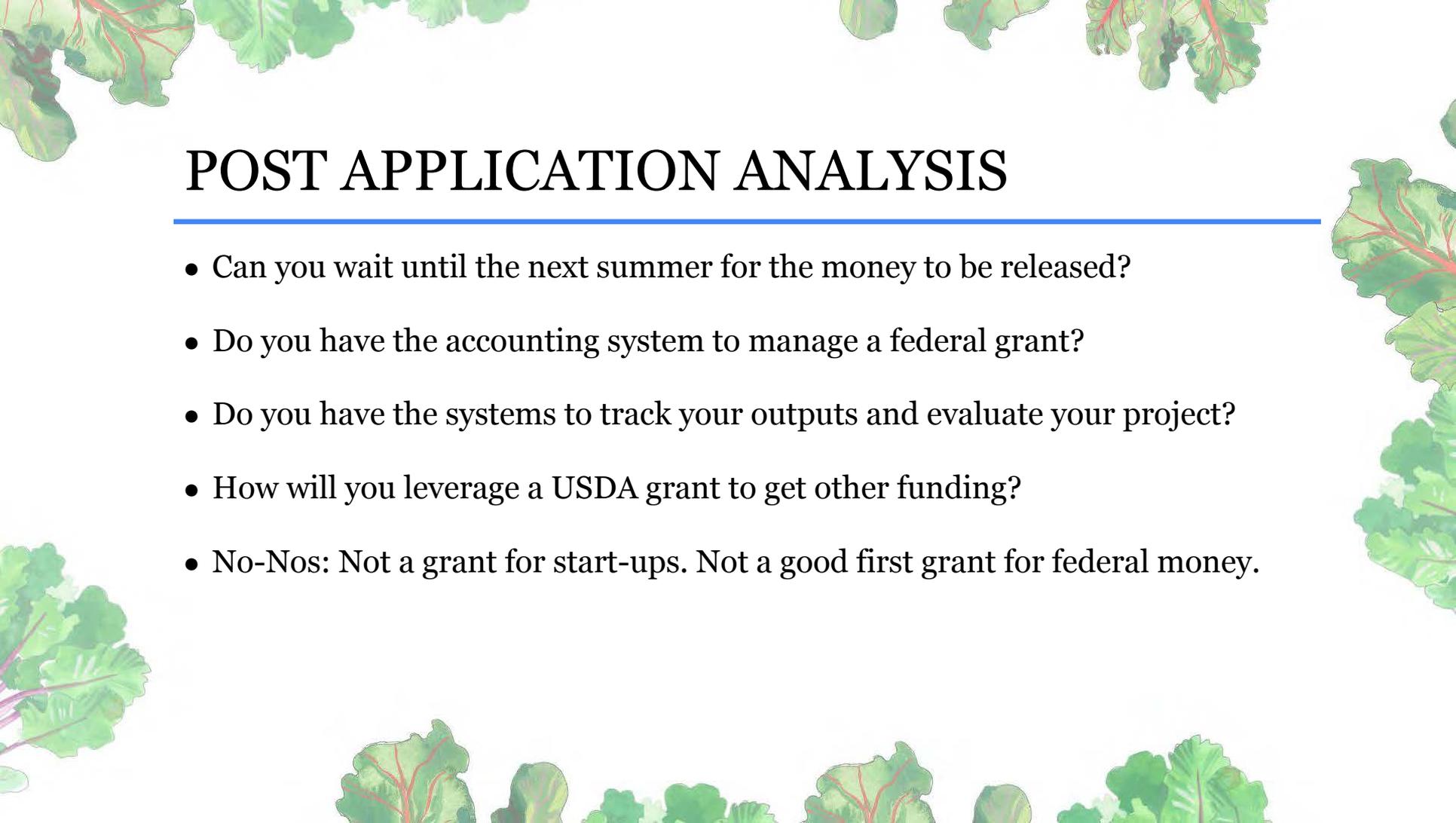
APPLICATION ANALYSIS

- Do you have the time to write a superior proposal?
- Do you have the skillset or access to someone who can write a superior proposal?
- What are the opportunity costs of investing 80-100 hours into this grant project?



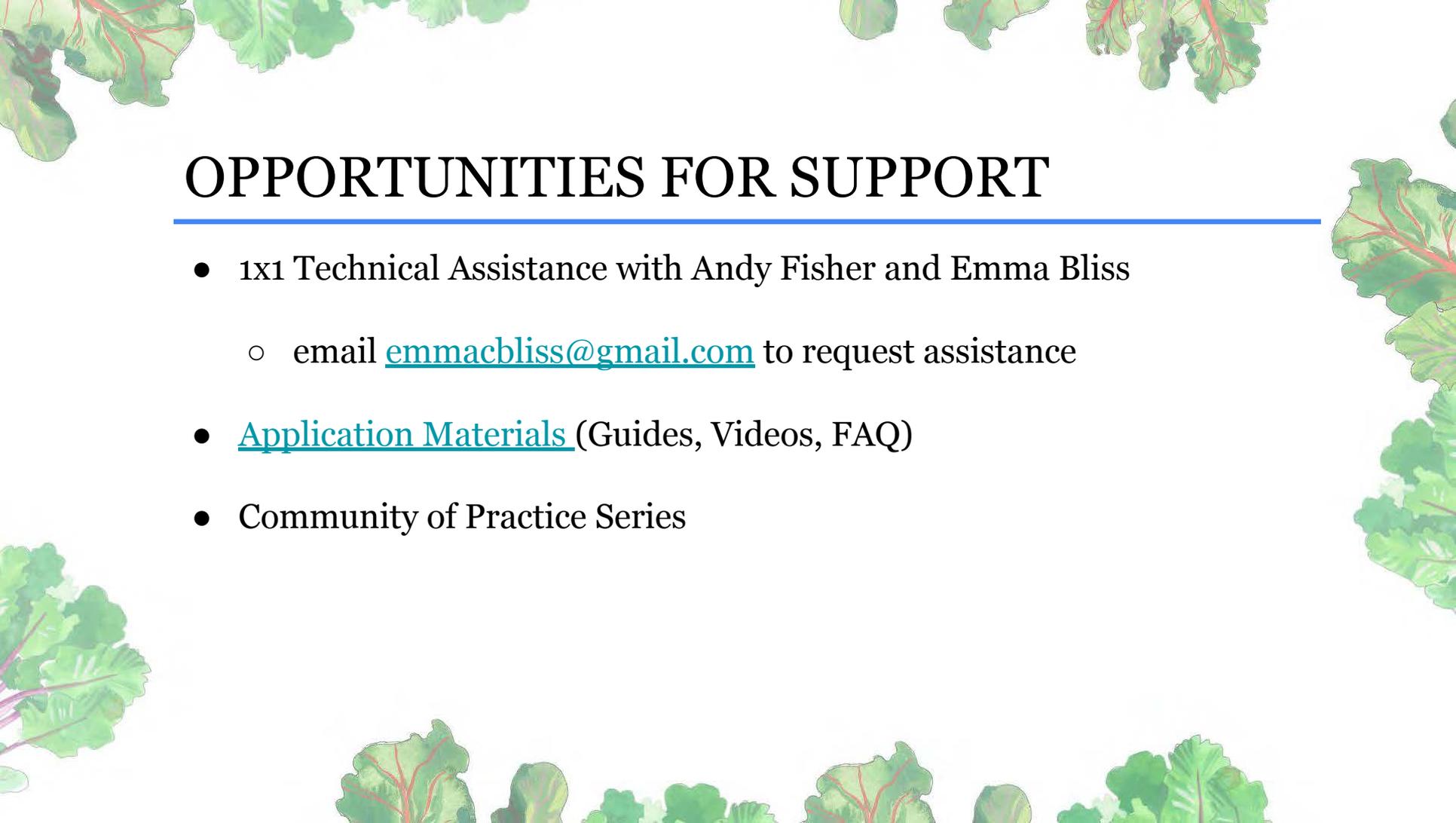
APPLICATION ANALYSIS

- Are there easier sources of funding for your project?
- Is this really a good fit for Community Food Projects? Are there better funding sources available?
- No-Nos: Don't bother to write a mediocre proposal. Don't write a proposal that you know is a stretch.



POST APPLICATION ANALYSIS

- Can you wait until the next summer for the money to be released?
- Do you have the accounting system to manage a federal grant?
- Do you have the systems to track your outputs and evaluate your project?
- How will you leverage a USDA grant to get other funding?
- No-Nos: Not a grant for start-ups. Not a good first grant for federal money.



OPPORTUNITIES FOR SUPPORT

- 1x1 Technical Assistance with Andy Fisher and Emma Bliss
 - email emmacbliss@gmail.com to request assistance
- [Application Materials](#) (Guides, Videos, FAQ)
- Community of Practice Series

Upcoming Funding Spotlight: Farmer of Color Land Fund (West Michigan)

Funding Goal: To address past generational injustices by empowering the creation and expansion of pockets of BIPOC-owned green growing space in urban and rural settings of West Michigan. The land fund aims to support growers in acquiring and/or maintaining land assets.

Funding Details: Applications will be accepted until October 31st, decisions will be made by December 31, 2024. Applications that will support land purchasing, farm land expansion, or land retention will be prioritized. Maximum awards are \$10,000 with a total of \$50,000 available for funding. To join the chapter and/or apply to the land fund head over to michiganyoungfarmers.org

Upcoming Funding Spotlight: Farmer of Color Land Fund (West Michigan)

Applicants must meet all qualifications:

- *Have at least 2 years experience conducting farm related activities or working on a farm*
- *Have prospected spaces to purchase for farming and/or conservation efforts, or already have a small to medium-sized farm*
- *Have demonstrated financial need*
- *Identify as a historically underserved farmer*
- *Are currently farming or plan to farm in the land fund's target counties (see above)*
- *Are willing to submit a W9 and claim the award as income*

Upcoming Funding Spotlight: Farmer of Color Land Fund (West Michigan)

Land Fund Celebration & Farmer Application Assistance

The West Michigan Young Farmers Chapter will be having this to both support land fund applicants and celebrate the fund reaching its goal on Friday, 10/11/24 at Black Queen Bee Honey Farm in Kentwood, Michigan. Farmer application assistance will be from 3-5 PM EST.

Registration can be found on Eventbrite at michiganyoungfarmers.org

JOIN WEST MICHIGAN YOUNG FARMERS

FARMER OF COLOR LAND FUND CELEBRATION

**BLACK QUEEN
BEE HONEY FARM
KENTWOOD, MI**

**FRIDAY
OCT. 11TH
3-7PM**

Join us for a night of free Caribbean dinner, libations, live music, application assistance, and a chance to learn more about the work of the West Michigan Chapter of Young Farmers

3-5PM FARMER APPLICATION ASSISTANCE

5-7PM PARTY

REGISTER TODAY via QR code or michiganyoungfarmers.org



GFPI Community Fund announcement

KP with Chicago Food Policy Action Council

All information can be found on CFAPC website > Resources



GFPI Community Fund announcement

2024 RFP Overview

- Grant Size: \$40,000 - \$80,000 + TA
- Quarterly Coaching in lieu of Reporting
- Exposure & Networking Opportunities
- Application Support
- Technical Assistance
 - Tailored Technical Assistance for each recipient
 - Technical Assistance is in addition to the financial assistance you are awarded
 - Regardless of funding decision, you may opt-in to resources and/or connections from CFPAC

Application Period:

October 4th - November 11th (11:59 PM CDT)

GFPI Community Fund announcement

Eligibility (Page 1 / 2)

- **Farmers:** Systemically marginalized, local farmers who adhere and/or strive towards GFPP values
- **Food Organizations/Businesses:** Systemically marginalized local food processors, value-add manufacturers, food service providers, distributors, and aggregators, etc. that adhere to and/or strive toward GFPP values
- **Desire to supply/sell:** expand or continue to serve community meal sites, public meal programs and/or institutions
- **Desire to Collaborate:** The farm/organization has plans and aspirations for developing collaborative relationships/have demonstrated dedication to collaborative relationships (through sharing resources and/or knowledge) with other mission-aligned farms/food businesses in Metro Chicago.

Eligibility (Page 2 / 2)

- **Serves Metro Chicago** (*city of Chicago and/or suburban Cook County*)
- **Locally based:** Based within a 250 mile radius of Chicago (500 miles for meat, poultry, and seafood).
- **Legal entity:** Qualifying organizations are privately, cooperatively, or non-profit owned and operated.
- **Systemically Marginalized:** Refers to groups of people who experience social, economic, and/or political exclusion and/or discrimination based on characteristics such as race, ethnicity, gender, sexual orientation, socioeconomic status, disability, and/or religion.

What's next?

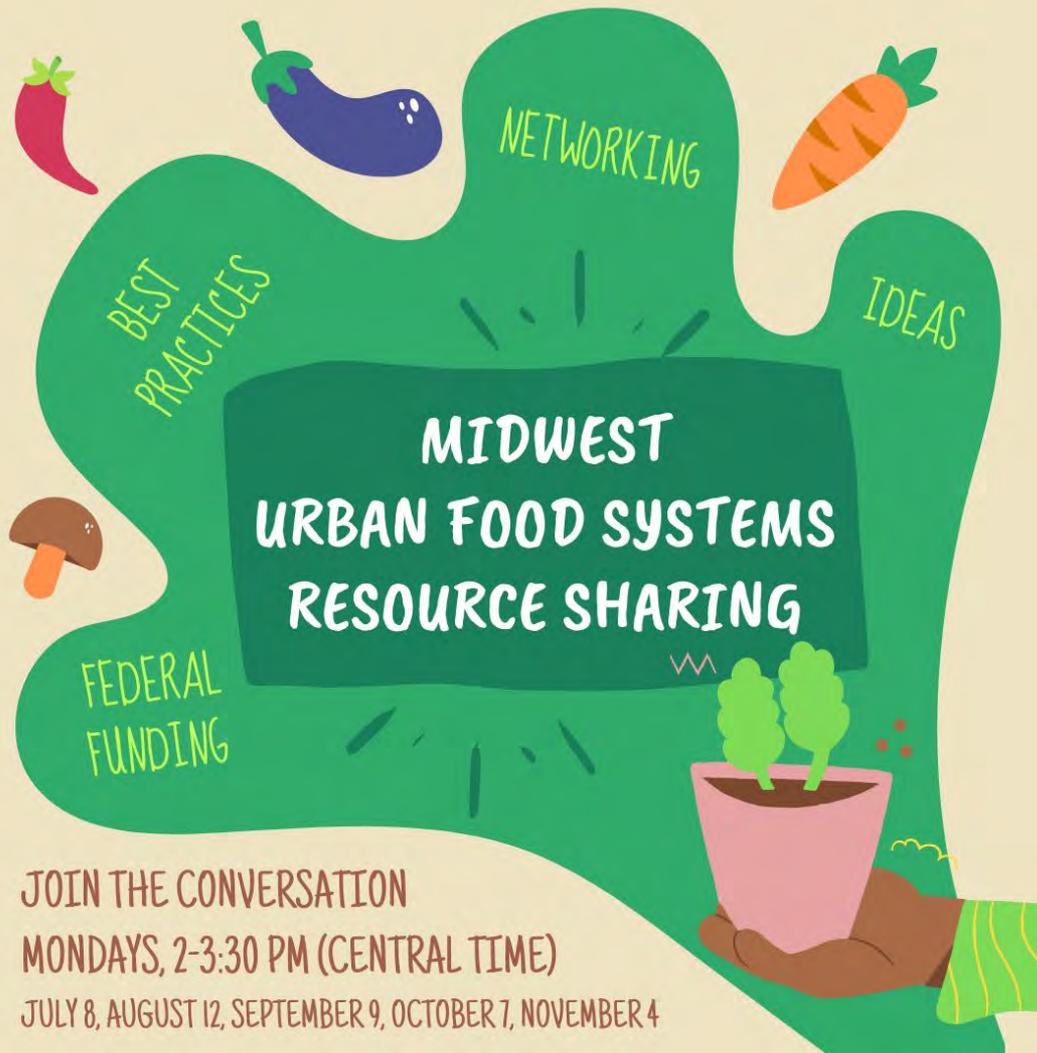
Monthly resource sharing sessions will be held on Zoom, 2-3:30 pm Central Time on Mondays:

- November 7

These sessions are designed to help build shared knowledge of funding sources to support urban agriculture.

[Weigh in on what would be most useful to you!](#)





A RE-AMP Network Action Team

JOIN THE CONVERSATION

MONDAYS, 2-3:30 PM (CENTRAL TIME)

JULY 8, AUGUST 12, SEPTEMBER 9, OCTOBER 7, NOVEMBER 4

Today's Agenda

- **Welcome - Rodger Cooley - 2:00 pm**
 - **Participants type in chat - name, pronouns, org, location**
 - **Intro to RE-AMP and the Action Team**
 - **What's next?**
- **Sharing a Compelling Business Story - Jane Cajuste, Chicago Food Policy Action Council, and Jamie Rahrig, MSU Center for Regional Food Systems - 2:15 pm**
- **West Michigan Farmers of Color Land Fund - Alita Kelly and Payge Solidago - 2:45 pm**
- **RE-AMP Federal Resource Navigators - Ross Greedy and Kelly Overstreet - 3:05 pm**
- **Funding spotlight: Growing Justice Fund and MARC by the National Black Food & Justice Alliance - Dominique Edwards - 3:10 pm**
- **Review resources available - Ami Freeberg - 3:20 pm**



What is RE-AMP?

“Think systemically, act collaboratively.”

Connections: We connect people to each other so that they can share ideas, understand each other on a human level, and form relationships that transcend any one issue.

Collective Strategy Setting: Our mission is to set collective strategy and enable collaboration because we believe that strategies for the Midwest should come from the Midwest.

Capacity: When it comes time to put strategy into action, we want to be sure our members have what they need to be successful.

What is this Action Team?

Strengthen collaborative relationships.

Share ideas and resources.

Gather best practices based on lived experience.

The purpose of the network will be to support you – urban farm and food system focused organizations, food policy councils, and farmers – in understanding, accessing, and coordinating federal, state, local, and private funding available at the intersection of urban food systems and climate change.

The first session will engage in conversation about key considerations before applying for federal funding, building strong partnerships, steps to prepare, and sharing examples of successful urban food system projects.

Who is involved?

This Action Team project is led by:

- Chicago Food Policy Action Council
- Cultivate Kansas City
- West Michigan Sustainable Business Forum
- Greater Cincinnati Regional Food Policy Council
- NWI Food Council

What's next?

- **Follow up Action Team for 2025 - application due Dec 31, 2024**
 - If interested in supporting the design, planning, and/or work - please fill out [this Google form!](#)
- Making presentations and info shared from 2024 sessions available on line.

Skill Spotlight

Jane Cajuste & Jamie Rahrig

Sharing a
Compelling
Business Story



The USDA Regional Food Business Centers are established to drive economic opportunities across their region, creating a more diversified and resilient food system.



The USDA Regional Food Business Centers

will provide technical assistance needed to access new markets, access to federal, state, and local resources, and will assist small- and mid-sized producers in overcoming barriers to market access, with a focus on underserved farmers, ranchers, and food businesses.

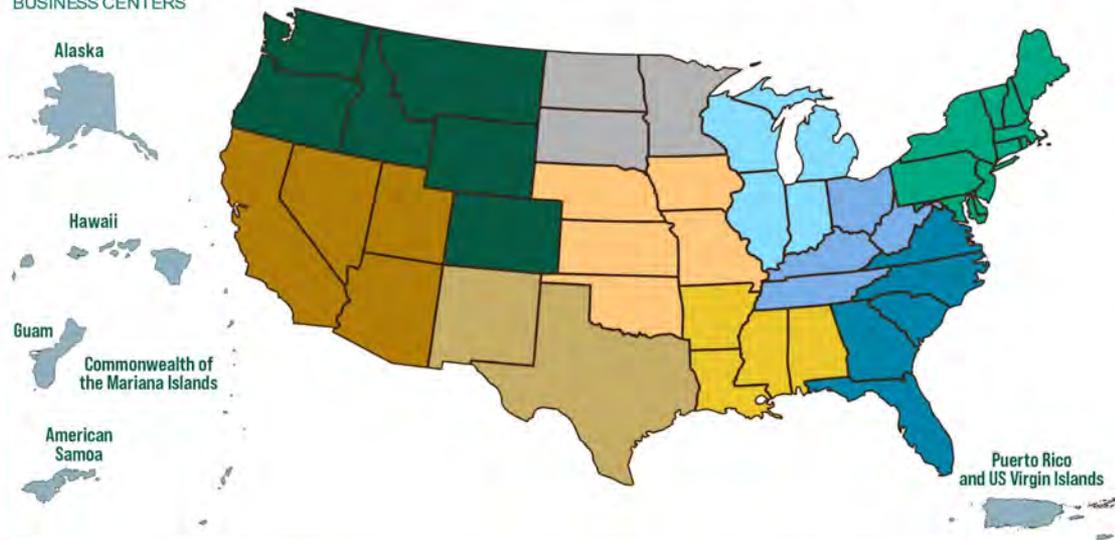
Overarching goals for the Regional Food Business Center program



- **Expanding and strengthening regional food systems networks and partnerships** in response to hardships and vulnerabilities exposed by recent national emergencies, particularly the Covid-19 pandemic.
- Creating **more and better markets, increasing market awareness** and access and ensuring **small and mid-size producers** and processors can gain access to distributors, retail outlets, and institutions.
- **Increasing food and farm business and financial acumen, increasing the number of new food and farm businesses,** and **improving viability** of existing businesses.

Locations of Centers

USDA Regional Food Business Centers Geographic Regions



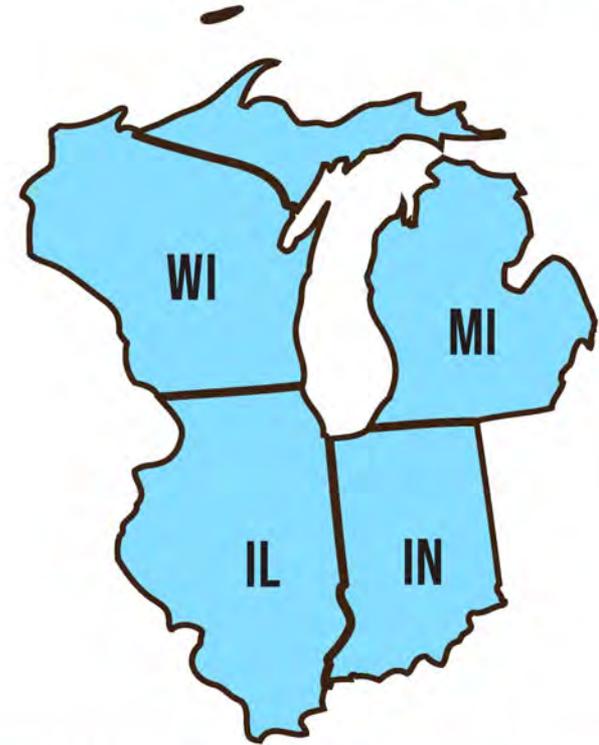
★ National Intertribal Food Business Center - Intertribal Agriculture Council will serve tribes nationwide. ★

- Northwest and Rocky Mountain**
Colorado State University
- Southwest**
University of California
(This Center will serve the Colonias counties in California and Arizona.)
- North Central**
Region Five Development Commission
- Heartland**
University of Nebraska - Lincoln
- Rio Grande Colonias**
Texas A&M AgriLife
(This Center will serve the Colonias counties in New Mexico and Texas.)
- Great Lakes Midwest**
Michigan State University Center for Regional Food Systems
- Delta**
Mississippi Delta Council for Farmworker Opportunities
- Appalachia**
Rural Action, Inc.
- Northeast**
National Association of State Departments of Agriculture Foundation
- Southeast**
Georgia Minority Outreach Network
- Islands and Remote Areas**
Hawaii Good Food Alliance

**These boundaries are not rigid but for visualization purposes only. USDA anticipates collaboration with communities across state and county lines.*

The Great Lakes Midwest Center

Great Lakes Midwest Regional Food Business Center



Center Lead: Michigan State University
Center for Regional Food Systems

Network Coordinators



MICHIGAN STATE
UNIVERSITY

Center for
Regional Food Systems



Support for Food & Farm Businesses

- **Assistance** – Provide direct business technical assistance to small- and mid-sized food and farm businesses (producers, processors, distributors, and other businesses within the food supply chain) and food value and supply chain coordination.
- **Capacity Building** – Provide financial assistance through business builder subawards up to \$100,000 to support projects focused on emerging regional needs and businesses that are working towards expansion and other investment.





Business Builder Awards

Capacity Building Grants



Building Capacity in Local and Regional Food Systems

Business Builder program

- Grants available to food and farm businesses
 - Business needs that increase or expand your market reach
 - Leading with values
- **Phase 1**
 - Farmers, farm collectives, Indigenous food producers
 - Post harvest activities
- **Phase 2**
 - Other food businesses will be eligible
- Grants Support Specialist position opening soon
- What you need to know webinar series - precursor to grant application

Resources
available!



Business Builder Grant Application Readiness

What organizations can do now to help farmers, farm collectives, & Indigenous producers prepare?

- Develop basic business structure and info
 - If awarded, they will need an EIN / Unique Entity Identifier (UEI) from [Sam.gov](https://sam.gov)
 - Develop a project plan and budget
- Review what's allowable per USDA
- Consider which businesses in your network support the program's objectives
- Review our webinar series to prepare businesses for grant applications



Successful Storytelling in Action

Learning from Experienced Grant Awardees



Phoenix Bean

LOCALLY CRAFTED FRESH SOY PRODUCTS

- Founded in the 1980's
- Bought in 2006 from its retiring owners
- Located in Chicago's Edgewater neighborhood,
- Expert Tofu makers produce small batch tofu using many of the same traditional methods since it first opened
- Their products are made from Organic Soybeans Grown in Illinois
- Expanded from 3k square ft to 25 square feet production space.





Recipient of 2023 Good Food Purchasing Program Community Fund

The GFPI Community Fund is intended for small to midsize growing operations, those who are typically under resourced and marginalized who are committed to and/or striving towards Good Food Purchasing Program values (*local economies, sustainable practices, fair labor, animal welfare, nutrition and advances the work of building equity in the Metro Chicago food system*).

Phoenix Bean received funding of \$42,000



Grant Application Strategy

Phoenix Bean's Key Application Focus:

- Local Economies
- Sustainable Practices
- Nutrition
- Community

Jenny focused on giving concrete examples of what her business was doing for each of these categories and tied it back to the priorities of the grant.

Jenny's Values: Sustainability. Local Impact & Community.

Sustainable Practices

- Phoenix Bean sources its organic soybeans from 2 Illinois Farms
- Renovated to use more energy efficient equipment
- Zero waste practices like using leftover soy meal given to neighbors like seniors, bakers, gardeners for natural compost, and farmers as natural animal feed

Local Impact & Community

- Purchased the business she loved to keep it from closing and keep the tradition going
- Worked to educate consumers about the product thereby increasing customer base
- Her business expansion has led to more customer traffic in the area and created many jobs for community members
- Keeping the company local is a top priority

“We can stay local here in the community. Most of my workers live in this area. Their kids go to school, they drop them off, and come to work. At the end of the day, they pick up their kids from school, and they go home together. I really like to see that.”

Jenny Yang



“Phoenix Bean stood out for its deep commitment to community values, sustainable practices, and clear alignment with our goals.”

**GFPI Community Fund
Grant Reviewer
Feedback**



Why Phoenix Bean's Story Stood Out

- *Met all technical requirements through the use of data and facts but leaned heavily on emotional storytelling telling to back up the data*
- Tied values and mission directly to funding goal with concrete examples!
- Illustrated the “*why*”...from the beginning to every step of her business journey

Thank you!



Funding in Action

Alita Kelly and Payge Solidago

West Michigan
Farmers of Color
Land Fund

Finding Support

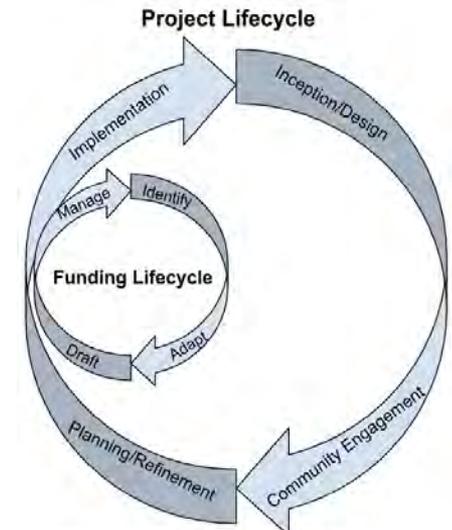
Kelly Overstreet & Ross Greedy
RE-AMP

RE-AMP Federal
Resource
Navigators



RE-AMP Federal Resource Navigation Program

- Goal: Increasing access to climate-related federal funding in the Midwest through two pathways:
 - Long-term capacity building
 - Application support
- Who do we work with?
 - 10-state RE-AMP region
 - Rural, tribal, and/or underserved communities and organizations
- Project Lifecycle Model
 - Project-centered
 - Community-centered
 - Wraparound support



Want to learn more?

Look out for program updates, new resources, and opportunities to engage! We're excited to work with you!

Do you have a project in mind?

Scan the QR code & fill out our Navigation Request Form!



Or contact your
Federal Navigators at:

navigator@reamp.org



Upcoming Funding Spotlight: Growing Justice Fund

- The Growing Justice Fund has a round of grant funding to strengthen food systems and support community-led efforts focused on equitable food procurement. This cycle offers both ***Planning Grants (up to \$25,000)*** and ***Implementation Grants (up to \$250,000)*** aimed at fostering the leadership and empowerment of Tribal, Indigenous, Black, Latinx, Asian, and immigrant communities in food markets.
- Growing Justice is a pooled fund that invests in initiatives designed to expand engagement with community-serving institutional markets for good food sourced from locally or regionally owned, environmentally, and economically sustainable farms, ranches, fisheries, and food businesses. The fund is committed to addressing longstanding inequities in the food value chain by supporting Tribal, Indigenous, Black, Latinx, Asian, and immigrant (BIPOC+) producers, suppliers, and food workers.
- ***Deadline November 15, 2024***

Upcoming Funding Spotlight: MARC by the National Black Food & Justice Alliance

- ***Mutual Aid, Resource, & Capacity Funding (MARC):*** Eligible organizations can receive up to **\$10,000 (for NBFJA members) or \$7,000 (for non-members)**. These funds are here to help strengthen operations, nurture community wellness, and build sustainable, cooperative food systems. Applications are open to Black-led organizations with **budgets under \$500,000**.
- ***Deadline November 15, 2024 at 11:59pm PT***

Collaborative collection of relevant information

- [Urban Food Systems Action Team Funding Map](#) of relevant funding opportunities
- [Airtable](#) listing grants and added a tab for grant writing resources
- [Google Drive](#) with shared files and stories
- [RE-AMP Federal Funding Map](#)
- [RE-AMP Website](#)

Session #4 links shared by presenters

- [KC Community Gardens](#) presented by Jennifer Meyer with KCCG
- [Community Food Projects Technical Assistance](#) and links to many CFP-focused resources presented by Andy Fisher with ISED
- [NIFA Community Food Projects website](#)
- [West Michigan Farmer of Color Land Fund](#) presented by Dominique Edwards with Michigan Sustainable Business Forum
- [GFPI Community Fund](#) presented by KP with CFPAC