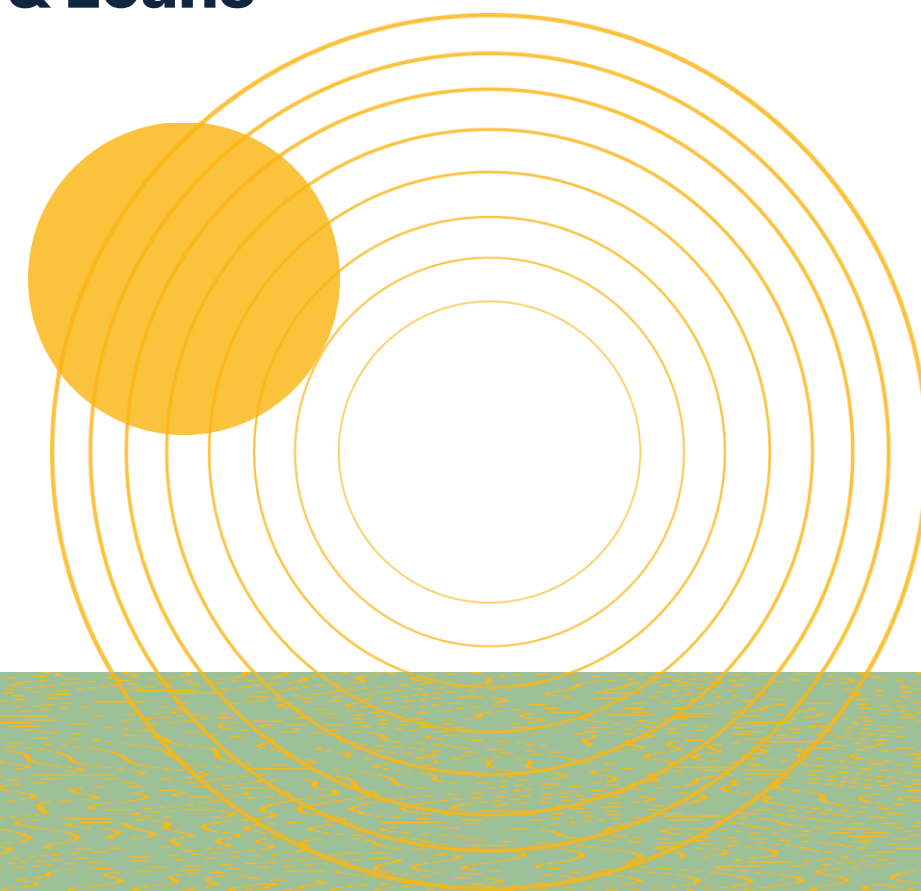


Harvesting Funding

Mastering the Art of Finding, Writing, and Being Awarded Agricultural Grants & Loans



Get Help for Your Business

New York Small Business Development Centers provide **no-cost, confidential one-on-one business advisement**, training, and research to small business owners and entrepreneurs throughout New York State. We serve **ALL** New Yorkers.

START YOUR JOURNEY TODAY

www.nysbdc.org



Thanks to all the advice the SBDC gave me I now have my own bakeshop. I'm so happy.

Queens SBDC Client

Bree Bacon

- Certified Business Advisor since 2015
- NYSBDC Agriculture Committee Chair
- ASBDC Rural Working Group
- Co-own diversified vegetable, fruit & flower farm in Niagara county
- Member of Cornell Extension, Farm Bureau, Northeast Organic Farming, Certified Naturally Grown
- 4H mom



Why Are Grants Important for Agriculture?

Grants support:

- Development of the industry and workforce
- Support for local and regional food systems
- Research
- Trialing new methods and ideas
- Innovation or Energy Efficiency
- Education
- Job Creation and Saving jobs
- Resource sustainability and Land Conservation



Cairncrest Farm in central New York sells grass-fed, grass-finished beef and lamb, pastured chicken and pork. They were awarded the USDA Value-Added Producer Grant for marketing, storage, animal processing, and shipping.

Grants to Not Support

- Typical start up costs
- Operating expenses
- Prior debt



Be Wary of any “Grant” that seems too good to be true, or requires you to pay for access.

Where to Find Grant Opportunities



U.S. Department of Agriculture



An official website of New York State. [Here's how you know](#) ▾

Department of Agriculture and Markets

- County and Municipal Microenterprise Programs
- Regional Economic Development Centers
- Private Nonprofit organizations, such as the Farmer Veteran Coalition
- Trade Associations

Tip: Sign up for Email Newsletters

Is the Grant Right for Your Farm Right Now?

- **Check eligibility requirements**
Grants are for specific topics, and items
- **Check the terms**
Grants require proof of funds and the funds are available on a reimbursement basis, that is provided after the farmers completes the project and provides the funder with appropriate documentation and receipts.



Russell Black received assistance through USDA's Natural Resources Conservation Service's Environmental Quality Incentives Program to improve the energy efficiency at his Wilton, Maine, maple syrup operation of 1200 taps, saving him time and money.

Preparing for Grant Writing

- **Checklist of required documents**
- Tax records (income history)
- Financial projections (future income)
- Environmental reports
- Training/education certifications
- County farm ID, Sam.gov UID
- Project quotes and estimates



Tip: It is easier to prepare while at your desk.

Tips for Writing the Grant Proposal

- What does your farm really need to purchase?
 - Check eligibility requirements
- Project Description and Budget
 - Does it require a match? (50, 10, 5%)
 - No general operating expenses
 - No debt repayment
 - Be realistic
 - **Check the Grant Uses!**
- Written Business Plan or Business Profile
 - Start early; finish 1 week before the deadline
 - Reach out to support organizations that can assist with the business plan



Submitting the Grant Application Package

- Whew, that was a lot of work!
- Double check everything
- Check the deadline and the way to submit
- Make a copy of everything before you send it



Managing Your Awarded Grant

- Congratulations, you won!
- Put reporting deadlines in your calendar
- Track project purchases
- Submit receipts



Tip: If something is wrong, communicate with funders!

Tips for Success

- Start Small, pilot your project and gradually build your grant writing experience.
- Get feedback on your application
- Don't double dip on funds. You cannot use more than one grant to get reimburse for the same item. You can use multiple grant sources that complement each other to fund a project.
- Stay organized for the writing, applying and reporting phases.



Carlos and Lorena purchased a 10+ acre farm near Ithaca, NY. They were awarded a Brighter Future Fund Grant from American Farmland Trust to address food storage.

Resources

- Learning Sessions
- Webinars
- Associations and Support organizations
- For availability, please check with the department, program or organization directly to see if they are frozen or accepting applications

THANK YOU!

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<https://nysbdc.org>

