2015 Farmer grant (FG) and Partnership grant (PG) programs

Grants to explore new ideas in agriculture

- Building knowledge for farmers and creating partnerships in their communities
Goal is to share insight into the Farmer and Partnership grant programs.

Objective: to allow individual to decide about applying

Objective: to have participants get a good start on their proposal
What is SARE?

- SARE = Sustainable Agriculture Research and Education Program
- USDA/NIFA competitive grants and outreach program
- Grants and education to advance innovations in sustainable agriculture.


Northeast SARE, University of Vermont
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Burlington, VT 05405
802-656-0471
nesare@uvm.edu
www.nesare.org
Northeast SARE Outcome Statement

Agriculture in the Northeast will be diversified and profitable, providing healthful products to its customers; it will be conducted by farmers who manage resources wisely, who are satisfied with their lifestyles, and have a positive influence on their communities and the environment.
## 2014 NE-SARE Grants Portfolio

<table>
<thead>
<tr>
<th>Grant Type</th>
<th>Total Number Submitted</th>
<th>Total Number Approved</th>
<th>Total Success rate</th>
<th>Amount Funded</th>
</tr>
</thead>
<tbody>
<tr>
<td>Research &amp; Education</td>
<td>28</td>
<td>9</td>
<td>31%</td>
<td>$1,565,106</td>
</tr>
<tr>
<td>Professional</td>
<td>7</td>
<td>4</td>
<td>57%</td>
<td>$484,712</td>
</tr>
<tr>
<td>Farmer</td>
<td>54</td>
<td>24</td>
<td>44%</td>
<td>$221,850</td>
</tr>
<tr>
<td>Partnership</td>
<td>71</td>
<td>32</td>
<td>45%</td>
<td>$321,562</td>
</tr>
<tr>
<td>Graduate Student</td>
<td>22</td>
<td>50</td>
<td>44%</td>
<td>$312,994</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td></td>
<td></td>
<td></td>
<td><strong>$2,238,280</strong></td>
</tr>
</tbody>
</table>
Mini-grants

**Farmer Grants**
For commercial farmers and farm managers who want to explore an interesting new idea.

**Partnership Grants**
For farm/community advisors who want to work with farmers on trials, demonstrations, networks and quality of life issues.

**Grants**
Are capped at $15,000.
Run 1-2 years.
What is a grant?

- **Gift**
  - Receive $  
  - don’t pay back  
  - no strings attached

- **Loan**
  - Receive $  
  - pay back  
  - strings?

- **Grant**
  - Receive $  
  - don’t pay back  
  - strings attached
  
  Reimbursement for paid expenses
  
  Reporting and outreach required
Northeast SARE’s definition of “What is a farm?”

What is...

“...a commercial operation with an established farm income of at least a $1,000 from the regular sale of ...”

What is not...

► “Enterprises where the primary mission is education or research normally do not qualify as a farm...”

Applies to both FG and PG
SARE believes that

Farmers listen to and learn from each other

Farmers are observant

Farmers are inventive
Innovation is a continuum; grant topic at any stage
Farms are gateways to new ideas

Exploring solutions to infestations of Polydora sp., Jesse Leach, Bagaduce Oyster Company, Maine
Test a new crop

Greenhouse ginger production, Melissa Bahret, Old Friends Farm, Massachusetts
Protect the environment

Evaluating no-till and biological strip-till methods for commercial seedless watermelon production,
Brian Hearns,
Sandy Loam Farm, Delaware
Farmers are leaders and teachers

A Vermont farmers breeding club,
Jack Lazor, Vermont
Farms are laboratories

Time to grow crops vs. day of year planted, part II, Steve Fulton, Blue Ox Farm, New Hampshire
Test a product

Mas-D-Tec mastitis tool for dairy goats,
Liz Mulholland, Valley View Farm, Massachusetts
Product testing and development must have benefits to wider community*

**Product testing:**
- **share results**

**Examples**
- Test a new cloud-based data system for farm management through feasibility studies to identify possible improvements
- Combine beneficiary insects with a commercial drench to control root aphids in Christmas trees

**Product Development:**
- **share design or ‘recipe’**

**Examples**
- Design and build an ATV attached hay carrier
- Design and build a sensor system for frost alerts on a vegetable farm

Software development is available
- Open source (github) and licensed - opensource.org/licences

No sharing of design/recipe

Not eligible for SARE funding

* Products should be safe and meet applicable legal codes and restrictions
How to apply:

- Follow the “get a grant” option at www.nesare.org.
- Read website content and download application instructions.
- Write proposal and develop budget.
- Submit online by copying from your document and uploading files.
- Wait for results by March 1, 2015.
2015 Timeline

- **Deadlines:**

- **Review period:**
  - November 2014 - February 2015
    - If disqualified, will find out within a week of deadline
  - Award announced by email by early March 2015
  - Contracts by April/May 2015
  - Comments to non-awarded applicants May 2015
Farmer grant

- Best ones are funded
- Subtitle: Grants to explore new ideas in agriculture.
  - Required uploads
    - Technical advisor provides letter
    - Check box online confirming they have a commercial farm
    - Budget justification template
    - (Image of prototype)

- One application per farm
- Farmers can ask for up to $1,000 for specialized equipment if it is necessary for the project; it is more favorable if the applicant shares the cost;
Farmer grant questions

1. **What is the problem and why is it important?** 500 words
2. **What is your proposed solution?** 200 words
3. **What efforts have been made to solve the problem?**
4. **What will your methods and measurements be?**
5. **What is the timetable of your project?** 500 words
6. **What is the outreach plan?** 250 words
7. **What is your farm business and how will your project fit in with your farm operation?** 300 words
8. **Budget justification and narrative.**
Refine your approach
<table>
<thead>
<tr>
<th>No.</th>
<th>Project No.</th>
<th>Title</th>
<th>Region</th>
<th>Year</th>
<th>Type</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>GW13-014</td>
<td>Reducing Drosophila suzuki Management Challenges: An Alternative to Insecticide Cover Sprays</td>
<td>West</td>
<td>2013</td>
<td>Graduate Student Project</td>
</tr>
<tr>
<td>2</td>
<td>FNE13-784</td>
<td>Evaluation of exclusion and mass trapping as cultural controls of spotted-wing Drosophila in organic blueberry production</td>
<td>Northeast</td>
<td>2013</td>
<td>Farmer/Rancher Project</td>
</tr>
<tr>
<td>3</td>
<td>GS12-114</td>
<td>Developing an integrated pest management program for a newly introduced pest in Florida blueberries: the spotted wing drosophila, Drosophila suzuki</td>
<td>South</td>
<td>2012</td>
<td>Graduate Student Project</td>
</tr>
<tr>
<td>4</td>
<td>FNC14-969</td>
<td>Using Wildflower Strips To Enhance Native Pollinators And Natural Enemies That Are At Risk Due To Increased Chemical Interventions Designed To Control Spotted Wing Drosophila, Drosophila suzuki Proposal</td>
<td>North Central</td>
<td>2014</td>
<td>Farmer/Rancher Project</td>
</tr>
<tr>
<td>5</td>
<td>FNC14-948</td>
<td>Management of the Spotted Wing Drosophila using High Tunnels</td>
<td>North Central</td>
<td>2014</td>
<td>Farmer/Rancher Project</td>
</tr>
<tr>
<td>6</td>
<td>FNC13-773</td>
<td>Emergency control of spotted-wing Drosophila in fall</td>
<td>Northeast</td>
<td>2013</td>
<td>Farmer/Rancher Project</td>
</tr>
</tbody>
</table>
Evaluation of exclusion and mass trapping as cultural controls of spotted-wing Drosophila in organic blueberry production

Project Number: FNE13-784
Project: Farmer/Rancher Project
Year: 2013
Region: Northeast
Type: 2013 Annual Report
2013 Final Report
2013 Project Overview

Coordinator:
Lawrie Nickerson
Hay Berry Farm LLC
1276 Babcock Lake Rd
Hooeck Falls, NY 12090
Phone: 518-686-7029
E-mail: hayberryfarmer@yahoo.com

Participant:
Laura McDermott
Technical Advisor
Cornell University Cooperative Extension
Eastern New York Commercial Horticulture Program, 415 Lower Main Street
Hudson Falls, NY 12839
Phone: (518) 746-2562
E-mail: ljm4@cornell.edu

SARE Grant: $9400

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Partnership grant

- Best ones are funded
- Farmers are target audience
  - Research on one commercial farm or involves one farmer
  - Letter from farmer
  - One application per applicant
  - Organization may have multiple applicants for different projects
- Budget justification template
  - Indirect is allowed if the institution has a negotiated indirect rate with the federal government
  - No limit on equipment reimbursement request
  - Subcontracting of >50% disallowed
  - Sign-off sheet from institution due at deadline
2015 Partnership grant

- Commitment to community projects
- Subtitle: *Building knowledge for farmers and creating partnership in their communities*
- Community project topics merged in 2014. 21 of 71 applications had social benefit subject and 11 were approved for funding -
  - 52% success rate
2015 Partnership grant questions

1. What is the problem and why is it important? 350 words
2. **What is your proposed solution?** 200 words
3. How does your project build on what has been done before? 450 words
4. What are your project methods? 1000 words
5. What is the project timetable? 500 words
6. How will you disseminate your project results? 300 words
7. What are your qualifications? 500 words
8. Who are the project’s cooperating farmers and key collaborators? 500 words
2. What is your proposed solution?

“The goal of this study is to answer whether peanut hulls are an equal substitute for straw as bedding for sheep. In this project, we will compare the use of peanut hulls verses straw as bedding for sheep in the winter in terms of cost, absorption, ease of handling and, sheep health. Our objective is that this information could help lower costs and increase sheep health on sheep farms.”

Or “We want to find out if peanut hulls a good substitute for winter bedding for sheep as related to cost, absorption, ease of handling and, sheep health. Our objectives are to help lower costs and labor for sheep farmers and increase health of sheep. We hope to do this by finding an alternate or better choice than straw for bedding.”
Suzy Konecky, Cricket Creek Farm, Williamstown, MA
FNE14-805, *Evaluating the efficacy of multiple foliar sprays for soil health, pasture quality, and cow productivity*
“Our goal is to collect clear data on the efficacy and cost effectiveness of foliar treatments that will allow farmers to make informed decisions, and thus mitigate much of the risk of undertaking a foliar spray program.”

“We are interested in studying the effectiveness of invasive Eurasian Milfoil (EM) as an organic soil amendment because its removal improves water quality and is essential to aquatic environmental stewardship in our area. At the same time, its application may improve soil health on small farms in our region by adding valuable organic matter to the soil and possibly delivering important nutrients.”

“This project aims to test the sowing of brassicas into small grains to potentially add an economically and environmentally sustainable crop for dairy farmers in the Northeast.”
What makes a high quality application?

- **Convincing** - affects other farmers and applicant has experience
  - What do other farmers and experts in the field say?
- **Area where information is lacking**
  - *Do the research; not just SARE projects*
  - *Be up to date with current information*
- **Strong farmer** - Advisor/PI connection
- **Easy to summarize** proposal
Convincing: Issue

Grantees convince reviewers that this issue is significant regionally and locally.

“Spotted wing Drosophila (SWD) was found in NYS in the fall of 2011 and caused an estimated $3 million loss in berry crops in NYS in 2012. I had a 40% loss in my blueberries in 2012”

“A study in 2007-2008 by VanEngelsdrop, Tarpy, Lengerich, and Pettis followed 20, 24, and 18 colonies in three different operations for a total of 62...at the end of the 10 month period 56% (35 out of 62) had died out...Many studies have been done over the years that have shown Nosema Apis to be a large problem with overwintered colonies ...I visited a fellow beekeeper in early Sept. 2012 that used to manage 1200 hives and he told me ... he had lost 80% of his colonies.”
“Poultry production in the NE depends on a fossil-fuel saturated supply chain of feed from other regions of the US. Because geese, unlike other commonly raised avians, can derive much of their nutrition from pasture and forage, goose farming may be able to produce sustainable, high-quality poultry with a good economic return. However, there is little research about feeding geese in New England with limited grain.”
Clear objectives and goals (PG example)

“The objective of this NESARE Partnership Project is to expand the BFN/Mass Network by strengthening partnerships among farmers, agricultural service providers, and community organizations to identify gaps, develop new programming, and expand utilization of services for new farmers….Project goals are to: expand farmer access to and use of programs and services to improved productivity, their economic bottom line, and quality of life;....”
Methods: include exact tests

This proposal will concentrate on three areas to improved the knowledge and education of implementing a sprouted grain system on dairy farms in the Northeast over a 12 month period:

1. Nutritional value of sprouted grains - wet chemistry; list
2. Animal production - milk yield and composition, herd and individual milk tests - component list
3. Implementation and economics - milk income, price per pound
Budget: Use grant funds for ...  

<table>
<thead>
<tr>
<th>Category</th>
<th>Line Item Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Personnel</td>
<td>Elizabeth Mulholland, Project leader, tester</td>
<td>$1,200</td>
</tr>
<tr>
<td>Materials and Supplies</td>
<td>Mas-d-tec</td>
<td>$400</td>
</tr>
<tr>
<td></td>
<td>Testing Vials</td>
<td>$100</td>
</tr>
<tr>
<td></td>
<td>Shipping Containers, Ice Packs</td>
<td>$100</td>
</tr>
<tr>
<td>Travel</td>
<td>None</td>
<td>$0</td>
</tr>
<tr>
<td>Printing and Publications</td>
<td>None</td>
<td>$0</td>
</tr>
<tr>
<td>Other Direct Costs</td>
<td>Postage</td>
<td>$150</td>
</tr>
<tr>
<td></td>
<td>Lab Test - Agrimark</td>
<td>$8,000</td>
</tr>
<tr>
<td><strong>Total Request</strong></td>
<td></td>
<td><strong>$9,950</strong></td>
</tr>
</tbody>
</table>

Budget summary matches Budget justification excel template
## Sample budget justification

**Funding Categories / Item Name** | **Narrative justification of expense** | **Unit** | **Quantity** | **$ per unit** | **Quantity x $**
--- | --- | --- | --- | --- | ---
**Personnel:** Only persons employed by the recipient organization should be listed in this category. Those employed elsewhere would be listed under Other Direct Costs, either as consultants or as a stipend payment, or if providing professional services or custom work, listed under services.

**Salaries and wages.** Show FTE and salary for each year or hourly wage times number of hours = [total $].

<table>
<thead>
<tr>
<th>Project Leader / Major Participants</th>
<th>Narrative justification of expense</th>
<th>Unit</th>
<th>Quantity</th>
<th>$ per unit</th>
<th>Quantity x $</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mary Green</td>
<td>manage grant, data collection and analysis, do outreach and reporting</td>
<td>hours</td>
<td>75</td>
<td>$28.50</td>
<td>$2,137.50</td>
</tr>
<tr>
<td>Jack Smith</td>
<td>plant and manage experiment within crops, set up trial plot</td>
<td>hours</td>
<td>60</td>
<td>$12.00</td>
<td>$720.00</td>
</tr>
<tr>
<td>Other hired labor</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

$- $- 

| Subtotal: Salaries and wages total (rounded to the nearest dollar) | $2,858 |

**Fringe Benefits:** If applicable, show the fringe rate and total of allowable fringe benefits.

| Fringe Benefits: | $- |

| Subtotal: Fringe Benefits total (rounded to the nearest dollar) | $- |

**Personnel total (Salaries, hourly labor, and fringe benefits)** $2,858
Non-Personnel:

**Materials and Supplies:** This could be anything from educational to field research supplies, but these items must be project specific and able to be tracked as being used for the project. General use items such as office supplies are usually not allowable; but if these items can be tracked and itemized for a project specific purpose, they would be allowed. Indicate the items with quantity and estimated costs. For items that are not typical materials and supplies, like specialized small equipment, a brief narrative or justification should be included on how the item fits the project and is needed, and is not otherwise available through the organization.

<table>
<thead>
<tr>
<th>Item Description</th>
<th>Quantity</th>
<th>Unit Cost</th>
<th>Total Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Clover/grass seed for study</td>
<td>120</td>
<td>pounds</td>
<td>$480.00</td>
</tr>
<tr>
<td>Insect traps</td>
<td>110</td>
<td>each</td>
<td>$489.50</td>
</tr>
</tbody>
</table>

**Subtotal: Materials and Supplies total** (rounded to the nearest dollar) $970

**Travel:** destination, purpose, who is traveling, number of travelers, mileage (miles x rate [which cannot be more than the current federal rate]), lodging rate x # nights, and estimated cost per trip.

<table>
<thead>
<tr>
<th>Traveler</th>
<th>Description</th>
<th>Miles</th>
<th>Rate per Mile</th>
<th>Total Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mary Greene</td>
<td>5 round trips to cooperating farms @ 92 miles</td>
<td>460</td>
<td>$0.56</td>
<td>$257.60</td>
</tr>
<tr>
<td>Mary Greene</td>
<td>1 round trip to Exp. Station @ 62 miles</td>
<td>62</td>
<td>$0.56</td>
<td>$34.72</td>
</tr>
</tbody>
</table>

**Subtotal: Travel total** (rounded to the nearest dollar) $292

**Publications/Printing:** the publishing of an article in a scientific or technical journal or other type of field/program related publication or for commercial printing of brochures and program materials. Photocopying costs should be included under the Other Direct Costs category.

<table>
<thead>
<tr>
<th>Item Description</th>
<th>Quantity</th>
<th>Unit Cost</th>
<th>Total Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>300 flyers for announcing workshop</td>
<td>300</td>
<td>each</td>
<td>$75.00</td>
</tr>
</tbody>
</table>

**Subtotal: Publications total** (rounded to the nearest dollar) $75
### Other Direct Costs

**Communications - mailings, postage, conference calls. Cell phone charges are unallowable.**

- Postage for field day outreach: 300 flyers sent in mail @ $0.44 each  
  - each: 300  
  - $0.44  
  - $132.00

**Photocopying - in-house photocopying.**

- Photocopying of handout for field day: Six page handout with experiment description and results, copies for 25 people  
  - page: 150  
  - $0.05  
  - $7.50

- Flyers announcing field day: copying 300  
  - page: 300  
  - $0.05  
  - $15.00

**Consultants: name of consultant and consultant’s organization, statement of work, and breakdown of number of days of service, rate of pay, etc. Add attachment, if necessary.**

- Insect Specialist/Consultant: identification of pests- 2.5 hrs/month for 4 months @ $35/hr  
  - hrs/month: 10  
  - $35  
  - $350.00

**Services: For non-contracted services rendered for the project. Provide details.**

- Lab Tissue Analysis: sampled twice per summer over 2 years  
  - treatments: 1  
  - $280  
  - $280.00

- Jerry Gray, subcontractor, Wonder-Spray: fee for custom treatments: $280  
  - treatments: 1  
  - $280.00  
  - $280.00

**Stipends: Provide information regarding the amount (rate of pay) and what the person is doing to earn the stipend. (These charges may be more appropriate under Speaker / Trainer Fees or Consultants.)**

- Katherine Dodge, collaborator: analyzing data; evaluating results; assist in report preparation - 20 hrs  
  - hours: 20  
  - $30  
  - $600.00

**Land use charges: $ -**

**Fabrication of Equipment: $ -**

**Other / Miscellaneous: These costs must always be identified in order to be allowed.**

- Signage for field day: One road sign from print shop to direct attendees to the farm  
  - each: 1  
  - $50.00  
  - $50.00

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**Subtotal: Other Direct Costs (rounded to the nearest dollar)**  
$ 1,835

**Total Non-Personnel Costs**  
$ 3,272

**TOTAL DIRECT COSTS**  
$ 6,130

**TOTAL SARE Request**  
$ 6,130

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PG eligible for Indirect costs
Resources at www.nesare.org

- **NE-SARE Website** - videos of Farmers and their TAs, PPTs, What is a farm/topic definitions, Sample grants
- Summer 2014 Newsletter *Innovations*
- Contact state coordinator, [www.nesare.org](http://www.nesare.org) - Mentor list
- How to write a SARE Farmer grant
  - guidance; read for content
Resources: How to write a SARE Farmer grant

Useful Resources

“How to Conduct Research on Your Farm or Ranch,” which can be ordered by calling (301) 779-1007. Download at http://www.nesare.org/Dig-Deeper/Resources-Nationwide/Bulletins/How-to-Conduct-Research-on-Your-Farm-or-Ranch


“On-Farm Research.” Cornell University fact sheet available online at http://www.nesare.org/Dig-Deeper/Resources-Nationwide/Project-Products/Northeast-SARE-Project-Products/On-Farm-Research.

“What is a Farm,” an explanation of the baseline requirements for farms and topic areas. On line at http://www.nesare.org/Grants/Get-a-Grant/Farmer-Grant

Sample grants. Read brief summaries of past Farmer Grant awards at http://www.nesare.org/Grants/Get-a-Grant/Farmer-Grant/Farmer-Grant-Examples

Budget spreadsheet. Use this SARE-customized Excel file to build and justify your budget. http://www.nesare.org/Grants/Get-a-Grant/Farmer-Grant

Videos. Four farmer grantees talk about how they used their technical advisors to give their project direction and specificity. Go to http://www.nesare.org/Dig-Deeper/Pictures-Stories-and-Video/Video-vault/Farmers-and-their-technical-advisors

Questions?

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