Writing a Winning Grant Proposal

NATIONAL AGRICULTURAL LIBRARY

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Introduction

- Low rate of SARE grant submissions from MD
- Focus group responses
- Little training available in methodology
- Limited training in other sections
- Constantly changing cast of ag-related grant programs
Idea Selection & Development

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UNIVERSITY OF MARYLAND EXTENSION
Solutions in your community

NORTHEAST SARE
Sustainable Agriculture Research & Education
My job

- Provide professional development for ag service providers (ASPs)
- Help with UME grants and grant writing
- To help ASPs
  - Implement education programs about sustainable agriculture based on adult learning concepts,
  - Document outcomes from their education programs, and
  - Increase their success in obtaining external program funding
Audience (ASPs)

- You
- Ag Profitability & Sustainability Impact Team
- MACAA (Dave Myers-Pres; Dave Martin—Health/Food Smart)
- Sea Grant Extension
- Ag Marketing Professionals
- NRCS & Soil Conservation Districts
- Private consultants (e.g. Certified Crop Advisors)
- MD Ag nutrient management

- MARBIDCO
- FSA
- River Conservancies (ag liaisons)
- CASA/Future Harvest
- FFA/High School/4-H
- MD Ag Resource Council
- College of Ag faculty
- Farm credit
- MD Dept of Ag
- Farm Bureau
- MD Dept of Environment
- Producers
Needs Assessment

- Small Group Discussions
- Formal Survey

Will lead to...

- 3 year plan to NE SARE
  - 1-3 primary topics
  - Advisory committee
Top Ranked Topics

- Integrated Pest Management
- Organic Production
- Alternative/Renewable Farm Energy
- And the winner:

Soil Health
Ask Yourself...

- What problems do you or your clientele face?
- Can you come up with a creative solution that needs further testing?
- How many people/acres/dollars might it have an effect on?
- Is there good bang for the buck?
- Is there sufficient literature to back up your assumptions?
- Has the problem already been solved?
The Idea Pyramid

- The Unprovable
- The Sweet Spot
- Foundational Literature
The Idea Filter

- Audience Too Small
- Too Expensive
- Good Bang for the Buck

Fundable Project
Ask Yourself…

- Do you have the resources available to complete the project?
- Do you have actual buy-in from partners?
- Does your project mesh with social and industry trends?
  - Is it sexy?
  - Does it get you excited?
- Does it match any RFPs?
So What?

- Will anyone care about your results?
- Does the project have potential for impact?
Questions?

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