

# Financial Assistance Resources

Idaho State Department of Agriculture  
Market Development Division  
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www.agri.idaho.gov

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## **Federal Grant/Funding Programs**

### **The Catalog of Federal Domestic Assistance (CFDA)**

CFDA provides a full listing of all Federal programs available to:

- State and local governments (including the District of Columbia)
- Federally-recognized Indian tribal governments
- Territories (and possessions) of the United States
- Domestic public, quasi-public, and private profit and nonprofit organizations and institutions
- Specialized groups
- Individuals

Under “Find Programs,” the database is searchable by, agency, number, functional area, deadline dates, beneficiary, and type of assistance and by keyword.

The website also provides:

- Name of program, purpose of grant, eligibility requirements, application process and link to application, contact information, and sample grants awarded in the past
- Several aids for writing grant proposals.

<http://www.cfda.gov/>

### **Foundation Center**

The Foundation Center provides information on private philanthropy in the United States. They help grant seekers, grant makers, researchers, policymakers, the media, and the general public better understand the field of philanthropy and provides an online directory tool to find funding.

<http://foundationcenter.org/>

### **Grants.gov**

Grants.gov is your source to FIND and APPLY for federal government grants. The U.S. Department of Health and Human Services is proud to be the managing partner for Grants.gov, an initiative that is having an unparalleled impact on the grant community. This website was established as a governmental resource named the E-Grants Initiative, part of the President's 2002 Fiscal Year Management Agenda to improve government services to the public.

Grants.gov is a central storehouse for information on over 1,000 grant programs and provides access to approximately \$500 billion in annual awards.

<http://www.grants.gov/>

## **Benefits.gov**

Benefits.gov provides a personalized screening tool to help individuals find the right benefits and assistance programs. This online screening tool is free, easy-to-use, and confidential as it does not require a name, phone number, Social Security number, or any other information that could be used for identification.

Answer questions to find out which benefits you may be eligible to receive by visiting the “Start Benefit Finder” section. Once completed, you will receive a list of government benefit programs you may be eligible to receive along with information about how you can apply.

<https://www.benefits.gov/>

## **A National Sustainable Agriculture Assistance Program (ATTRA)**

ATTRA’s website hosts a wealth of resources and information on sustainable agriculture by providing links to publications, advice, videos, working groups, as well as a list of funding opportunities. The high-value information and technical assistance is useful for farmers, ranchers, extension agents, educators, and others involved in sustainable agriculture in the U.S.

ATTRA is mostly funded through a cooperative agreement with USDA’s [Rural Business-Cooperative Service](#), which offers programs to help provide the capital, technical support, educational opportunities and entrepreneurial skills that can help rural residents start and grow businesses or access jobs in agricultural markets.

<https://attra.ncat.org/index.php>

## **USA.gov**

This website is the official U.S. gateway to all government information. It provides information about government grants, including:

- What is a grant?
- Who may receive a grant?
- Search and Apply for Government Grants (through Grants.gov).
- “Free” Grants and Grant Scams.

Sources include federal and state governments, U.S. territories, and foreign nations.

<http://www.usa.gov/>

## **Community Development**

### **Community Food Projects Competitive Grants Program (CFPCGP)**

The CFPCGP has existed since 1996 as a program to fight food insecurity through developing community food projects that help promote the self-sufficiency of low-income communities. Community Food Projects are designed to increase food security in communities by bringing the whole food system together to assess strengths, establish linkages, and create systems that improve the self-reliance of community members over their food needs.

The program is designed to:

- Meet the needs of low-income people by increasing their access to fresher, more nutritious food supplies.
- Increase the self-reliance of communities in providing for their own food needs.
- Promote comprehensive responses to local food, farm, and nutrition issues.
- Meet specific state, local, or neighborhood food and agricultural needs for infrastructure improvement and development.
- Plan for long-term solutions.
- Create innovative marketing activities that mutually benefit agricultural producers and low-income consumers.

Funding: Projects are funded from \$10,000–\$400,000 and from one to four years. This is a one-time, dollar-for-dollar match grant for eligible private nonprofit entities.

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<https://nifa.usda.gov/program/community-food-projects-competitive-grant-program-cfpcgp>

### **Community Facilities Direct Loan & Grant Program**

Community Facilities Programs provide affordable funding - through loans, grants, a combination of loans and grants, and loan guarantees - for projects to develop essential community facilities for public use in rural areas.

Funding is provided through a competitive process and can be used to purchase, construct, and / or improve essential community facilities, purchase equipment and pay related project expenses.

Examples of essential community facilities include:

- Health care facilities such as hospitals, medical clinics, dental clinics, nursing homes or assisted living facilities.
- Public facilities such as town halls, courthouses, airport hangars or street improvements.
- Community support services such as child care centers, community centers, fairgrounds or transitional housing.

- Public safety services such as fire departments, police stations, prisons, police vehicles, fire trucks, public works vehicles or equipment.
- Educational services such as museums, libraries or private schools.
- Utility services such as telemedicine or distance learning equipment.
- Local food systems such as community gardens, food pantries, community kitchens, food banks, food hubs or greenhouses.

Who may apply: Public bodies, community-based non-profit corporations, and federally-recognized Tribes.

Funding: Smaller communities with the lowest median household income are eligible for projects with a higher proportion of grant funds. Grant assistance is limited to the following percentages of eligible project costs:

- Maximum 75% when located in a rural community having a population of 5,000 or fewer; and the median household income of the proposed service area is below the higher of the poverty line or 60 percent of the State nonmetropolitan median household income.
- Maximum of 55 percent when located in a rural community having a population of 12,000 or fewer; and the median household income of the proposed service area is below the higher of the poverty line or 70 percent of the State nonmetropolitan median household income.
- Maximum of 35 percent when located in a rural community having a population of 20,000 or fewer; and the median household income of the proposed service area is below the higher of the poverty line or 80 percent of the State nonmetropolitan median household income.
- Maximum of 15 percent when located in a rural community having a population of 20,000 or fewer; and the median household income of the proposed service area is below the higher of the poverty line or 90 percent of the State nonmetropolitan median household income. The proposed project must meet both percentage criteria.

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<https://www.rd.usda.gov/programs-services/community-facilities-direct-loan-grant-program/id>

## **Water & Waste Disposal Loan & Grant Program**

Water and Environmental Programs (WEP) provides loans, grants and loan guarantees for drinking water, sanitary sewer, solid waste and storm drainage facilities for households and businesses in eligible rural areas. WEP also makes grants to nonprofit organizations to provide technical assistance and training to assist rural communities with their water, wastewater, and solid waste problems.

Who may apply: Most state and local governmental entities, private non-profits, and federally-recognized tribes who are not otherwise able to obtain commercial credit on reasonable terms.

Funding: Contact the local representative for loan amounts. Loans are up to 40-year payback period, based on the useful life of the facilities financed. Interest rates are fixed, based on the need for the project and the median household income of the area to be served

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<https://www.rd.usda.gov/programs-services/water-waste-disposal-loan-grant-program/id>

## **Conservation & Resource Management**

### **Farm Service Agency (FSA)**

The FSA administers and manages farm commodity, credit, conservation, disaster, and loan programs as laid out by Congress through a network of federal, state, and county offices. These programs are designed to improve the economic stability of the agricultural industry and to help farmers adjust production to meet demand. Economically, the desired result of these programs is a steady price range for agricultural commodities for both farmers and consumers. Programs vary from year to year, so contact your local office to find out what programs are currently active.

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9173 West Barnes Drive, Suite B  
Boise, ID 83709-1573  
Tel: (208) 378-5650  
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<http://www.fsa.usda.gov/>

### **Natural Resources Conservation Service (NRCS)**

NRCS offers voluntary Farm Bill conservation programs to eligible landowners and agricultural producers to provide financial and technical assistance to help manage natural resources in a sustainable manner. Through these programs the agency approves contracts to provide financial assistance to help plan and implement conservation practices that address natural resource concerns or opportunities to help save energy, improve soil, water, plant, air, animal, and related resources on agricultural lands and non-industrial private forest land.

The Farm Bill was enacted on February 7, 2014. Some programs will be available immediately, while others will require limited time to be set up within the agency.

Conservation financial assistance programs:

- [Agricultural Conservation Experience Service \(ACES\)](#) helps experienced workers, aged 55 and over, provide technical services in support of conservation. NRCS enters into agreements with nonprofit organizations that provide ACES workers on a part-time or full-time basis and provides the funds, office space,

position descriptions, work assignments, and oversight for these positions, while the nonprofit organization handles advertising, recruiting, hiring and payroll for each position. Available positions span a variety of skill sets and educational levels.

- [Conservations Stewardship Program](#) (CSP)  
helps agricultural producers maintain and improve their existing conservation systems and adopt additional conservation activities to address priority resources concerns. Participants earn CSP payments for conservation performance - the higher the performance, the higher the payment.
- [Emergency Watershed Protection Program](#) (EWP)  
helps people and to conserve natural resources by relieving imminent hazards to life and property caused by floods, fires, drought, windstorms, and other natural occurrences. NRCS administers the EWP-Recovery and EWP-Floodplain Easement (FPE) Programs.
- [Environmental Quality Incentives Program](#) (EQIP)  
helps agricultural producers confront challenges such as weather, pests, and lack of time to markets while conserving natural resources like soil, water, and air. Together, NRCS and producers invest in solutions that conserve natural resources for the future while also improving agricultural operations. NRCS provides agricultural producers with financial resources and one-on-one help to plan and implement improvements, or what NRCS calls conservation practices. Using these practices can lead to cleaner water and air, healthier soil and better wildlife habitat, all while improving agricultural operations. Through EQIP, you can voluntarily implement conservation practices, and NRCS co-invests in these practices with you.
- [Technical Service Providers](#) (TSP)  
helps farmers, ranchers, private businesses, nonprofit organizations, or public agencies in conservation planning and design for a variety of conservation activities.
- [Voluntary Public Access and Habitat Incentive Program](#) (VPA – HIP)  
helps state and tribal governments increase public access to private lands for wildlife-dependent recreation, such as hunting, fishing, nature watching or hiking. This a is a competitive grants program that provides funds to participating private landowners to initiate new or expand existing public access programs that enhance public access to areas previously unavailable for wildlife-dependent recreation.

Idaho NRCS State Office

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<http://www.nrcs.usda.gov/wps/portal/nrcs/main/national/programs/farmbill/>

## **Conservation Innovation Grant (CIG)**

The CIG is a voluntary program, offered through NRCS, intended to stimulate the development and adoption of innovative conservation approaches and technologies for agriculture production. CIG promotes sharing of skills, knowledge, technologies, and facilities among communities, governments, and other institutions to ensure that scientific and technological developments are accessible to a wider range of users.

In fiscal year 2017, the Idaho natural Resources Conservation Service (NRCS) offered \$150,000 for CIG projects. These grants are administered state-by-state.

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<http://www.id.nrcs.usda.gov/programs/cig/index.html>

## **Renewable Energy Systems & Energy Efficiency Improvement Loans & Grants**

Provides guaranteed loan financing and grant funding to agricultural producers and rural small businesses for renewable energy systems or to make energy efficiency improvements. Funds may be used for renewable energy systems or to purchase, install, and construct energy efficiency improvements.

Who may apply: Agricultural producers with at least 50% of gross income coming from agricultural operations and small businesses in eligible rural areas.

### **Funding:**

- Renewable Energy System Grants: \$2,500 - \$500,000. 75% match required.
- Energy Efficiency Grants: \$1,500 - \$250,000. 75% match required.
- Loan guarantees: \$5,000 - \$25,000,000. 25% match required.

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<https://www.rd.usda.gov/programs-services/rural-energy-america-program-renewable-energy-systems-energy-efficiency/id>

## **Emergency Conservation Program (ECP)**

ECP) helps farmers and ranchers to repair damage to farmlands caused by natural disasters and to help put in place methods for water conservation during severe drought. The ECP does this by giving ranchers and farmers funding and assistance to repair the damaged farmland or to install methods for water conservation.

Who can apply: Land that has suffered damage from a natural disaster or severe drought, which creates new conservation problems that if not dealt with would:

- Further damage the land.
- Significantly affect the land's productive capacity.
- Represent damage from a natural disaster unusual for the area (an exception to this is damage from wind erosion).
- Be too costly to repair without Federal assistance in order to return the land to agricultural production

Funding: Up to 75% of the cost to implement emergency conservation practices can be provided, however the final amount is determined by the committee reviewing the application. Qualified limited resource producers may earn up to 90% cost-share. The FSA County Committee is able to approve applications up to \$50,000 while \$50,001 to \$100,000 requires state committee approval. Amounts over \$100,000 require the approval of the national FSA office.

FSA State Office

Idaho State Farm Service Agency

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<https://www.fsa.usda.gov/programs-and-services/conservation-programs/emergency-conservation/index>

## **Financing Businesses and New Enterprises**

### **Small Business Development Center Program (SBDC)**

The Idaho Small Business Development Center (SBDC) is a statewide, university-based organization which has been helping small businesses succeed since 1986. Experienced Idaho SBDC consultants meet with clients to provide in-depth quality assistance to small businesses in all areas to promote growth, expansion, innovation, increased productivity, financial strength, technical excellence, and management improvement.

With six office locations throughout the state, each affiliated with one of Idaho's colleges or universities, the Idaho SBDC is uniquely positioned to serve as a focal point for linking together partners from higher education, the private business community, and federal, state and local government.

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Email: [info@isbdc.org](mailto:info@isbdc.org)  
<http://www.idahosbdc.org/>

## **Quality Samples Program (QSP)**

The QSP enables potential customer around the world to discover the quality and benefits of U.S. agricultural products. This program focuses on processors and manufacturers rather than consumers, and QSP projects should benefit an entire industry or commodity rather than a specific company or product. Projects should focus on developing a new market or promoting a new use for the U.S. product.

Any U.S. private or government entity with an interest in exporting U.S. agricultural products may apply to the program. USDA will reimburse the participant for the costs of procuring and transporting samples after a project is finished.

USDA-FAS Program Operations Division  
Phone: (202) 720-4327  
E-mail: [podadmin@fas.usda.gov](mailto:podadmin@fas.usda.gov)  
<http://www.fas.usda.gov/programs/quality-samples-program-qsp>

## **Rural Business Development Grants**

This program is a competitive grant designed to support targeted technical assistance, training and other activities leading to the development or expansion of small and emerging private businesses in rural areas which will employ 50 or fewer new employees and has less than \$1 million in gross revenue. Program activities are separated into enterprise or opportunity type grants.

Enterprise grants must be used on projects to benefit small and emerging businesses in rural areas as specified in the grant application, such as:

- Training and technical assistance (project planning, business counseling/training, market research, feasibility studies, professional/technical reports, product/service improvement)
- Acquisition or development of land, easements, or rights of way; construction, conversion, renovation of buildings; plants, machinery, equipment, access for streets and roads; parking areas and utilities
- Pollution control and abatement
- Capitalization of revolving loan funds and loans for start-ups and working capital
- Distance adult learning for job training and advancement
- Rural transportation improvement
- Community economic development
- Technology-based economic development
- Feasibility studies and business plans

- Leadership and entrepreneur training
- Rural business incubators
- Long-term business strategic planning

Opportunity grants can be used for:

- Community economic development
- Technology-based economic development
- Feasibility studies and business plans
- Leadership and entrepreneur training
- Rural business incubators
- Long-term business strategic planning

Who may apply: Towns, communities, state agencies, authorities, nonprofit corporations, institutions of higher education, federally-recognized Tribes, and private non-profit rural cooperatives (if organized as a private nonprofit corporation).

Funding: Varies by program. Contact your local office for available programs.

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<https://www.rd.usda.gov/programs-services/rural-business-development-grants>

## **Rural Business Investment Program**

This program provides a Rural Business Investment Company (RBIC) license to newly formed venture capital organizations to help meet the equity capital investment needs in rural communities.

All applicants must have relevant experience in venture capital or community development financing, must raise a minimum of \$10 million in private equity capital, and may be structured as limited partnerships, limited liability companies, or corporations. There are no restrictions on the location of eligible applicants for RBIC licenses. The goal of each RBIC is to help fill the need for business and development capital in rural areas.

Who can apply: Eligible applicants for the RBIC license include newly formed for-profit entities or subsidiary of an entity.

Funding: Contact your local office for funding amounts.

- 75% of funds must be made in rural areas with a population of 50,000 or less.
- 50% of funds must be invested in smaller enterprises.
- 10% of RBIC investments may be made in urban areas.

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<http://www.rd.usda.gov/programs-services/rural-business-investment-program>

### **Socially-Disadvantaged Groups Grant**

The primary objective of the Socially Disadvantaged Groups Grant program is to provide technical assistance to socially-disadvantaged groups through cooperatives and Cooperative Development Centers. Cooperatives or Centers can be located in any area, but the group assisted must be located in an eligible rural area.

Grants must be used to provide technical assistance to socially-disadvantaged groups in rural areas, such as feasibility studies, business plans, strategic planning, and leadership training.

Who can apply: Cooperatives and Cooperative Development Centers.

Funding: \$175,000.

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<https://www.rd.usda.gov/programs-services/socially-disadvantaged-groups-grant>

### **Value Added Producer Grants (VAPG)**

The VAPG program helps agricultural producers enter into value-added activities related to the processing and/or marketing of new products. The goals of this program are to generate new products, create and expand marketing opportunities, and increase producer income. Applicants may receive priority if they are a beginning farmer or rancher, a socially-disadvantaged farmer or rancher, a small or medium-sized farm or ranch structured as a family farm, a farmer or rancher cooperative, or are proposing a mid-tier value chain. Grants are awarded through a national competition. Each fiscal year, applications are requested through a notice published in the Federal Register and through an announcement posted on Grants.gov.

Who may apply: Independent producers, agricultural producer groups, farmer- or rancher-cooperatives, and majority-controlled producer-based business ventures.

Funding: Planning Grants \$75,000; Working Capital Grants: \$250,000.  
50% match required.

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<https://www.rd.usda.gov/programs-services/value-added-producer-grants>

## **Marketing & Development**

### **Specialty Crop Block Grants**

The United States Department of Agriculture allocates Specialty Crop Block Grant funding to the state and the Idaho State Department of Agriculture passes the funds through to the specialty crop industry as competitive grants.

Projects must solely enhance the competitiveness of U.S. grown specialty crops in either domestic or foreign markets and must provide a benefit to more than just the applicant. Specialty crops include fruits and vegetables, tree nuts, dried fruits, and horticulture and nursery crops (including floriculture).

Funds are available to interested local, state, and federal government, non-profit and for-profit organizations, and universities. Projects may include, but are not limited to, pest and disease control, enhancing food safety, developing new and improved seed varieties, increasing child and adult nutrition knowledge and consumption of specialty crops, market development, or developing good agricultural, handling, or manufacturing practices. Projects are evaluated on how well they enhance the competitiveness of Idaho's specialty crops, soundness and quality of the project plan, measurable outcomes, and return on investment.

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<https://www.ams.usda.gov/services/grants/scbgp>

### **Farmers Market Promotion Program (FMPP)**

The purpose of FMPP is to increase domestic consumption of, and access to, locally and regionally produced agricultural products, and to develop new market opportunities for farm and ranch operations serving local markets by developing, improving, expanding, and providing outreach, training, and technical assistance to, or assisting in the development, improvement, and expansion of, domestic farmers markets, roadside stands, community-supported agriculture programs, agritourism activities, and other direct producer-to-consumer market opportunities.

Who may apply: Agricultural businesses and cooperatives, Community Supported Agriculture (CSA) networks and associations, economic development corporations, local governments, nonprofit corporations, producer networks and associations, public benefit corporations, regional farmer's market authorities, and Tribal governments owned, operated, and located within the 50 United States, the District of Columbia, American Samoa, Guam, the Commonwealth of the Northern Mariana Islands, the Commonwealth of Puerto Rico, or the US Virgin Islands.

Funding: \$13,000,000 was awarded in Fiscal Year 2017.

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Washington, DC 20250-0933  
Tel: (202) 720-0933  
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<http://www.ams.usda.gov/fmpp/>

### **Local Food Promotion Program (LFPP)**

LFPP offers grant funds to support the development and expansion of local and regional food business enterprises to increase domestic consumption of, and access to, locally and regionally produced agricultural products, and to develop new market opportunities for farm and ranch operations serving local markets. The LFPP offers planning grants and implementation grants. Applicants can apply for either, but will receive only one type of grant each grant cycle.

- **LFPP Planning Grants** are used in the planning stages of establishing or expanding a local and regional food business enterprise. Activities can include but are not limited to market research, feasibility studies, and business planning.
- **LFPP Implementation Grants** are used to establish a new local and regional food business enterprise, or to improve or expand an existing local or regional food business enterprise. Activities can include but are not limited to training and technical assistance for the business enterprise and/or for producers working with the business enterprise; outreach and marketing to buyers and consumers; and non-construction infrastructure improvements to business enterprise facilities or information technology systems.

Who may apply: Agricultural businesses and cooperatives, producer networks and associations, community supported agriculture networks and associations, other agricultural business entities (for-profit groups), nonprofit and public benefit corporations, economic development corporations, regional farmers' market authorities, local and tribal governments that support local and regional food business enterprises that process, distribute, aggregate, or store locally or regionally produced food products.

Funding: \$13,000,000 was awarded in Fiscal Year 2017. 25% match required.

USDA, Agricultural Marketing Service  
Nicole Nelson Miller, LFPP Program Manager  
1400 Independence Avenue, SW  
Room 4534-South Building  
Washington, DC 20250-0269  
Phone: 202-720-2731  
Fax: 202-690-4152  
E-mail: [USDALFPPQuestions@ams.usda.gov](mailto:USDALFPPQuestions@ams.usda.gov)  
<http://www.ams.usda.gov/services/grants/lfpp>

### **Federal-State Marketing Improvement Program (FSMIP)**

FSMIP offers grants with a one-to-one dollar match to assist in exploring new market opportunities for U.S. food and agricultural products, and to encourage research and innovation aimed at improving the efficiency and performance of the marketing system.

Who may apply: State departments of agriculture, state agricultural experiment stations, and other state agencies (universities, state colleges, state governmental entities) located within the 50 United States, the District of Columbia, American Samoa, Guam, the Federated States of Micronesia, the Commonwealth of the Northern Mariana Islands, the Commonwealth of Puerto Rico, or the U.S. Virgin Islands.

Funding: \$1,000,000 was awarded in Fiscal Year 2017.

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<https://www.ams.usda.gov/services/grants/fsmip>

### **Foreign Market Development Program (FMD)**

FMD, also known as the Cooperator Program, helps create, expand and maintain long-term export markets for U.S. agricultural products. Under the program, FAS partners with U.S. agricultural producers and processors, who are represented by non-profit commodity or trade associations called “cooperators,” to promote U.S. commodities overseas.

The FMD program focuses on generic promotion of U.S. commodities, rather than consumer-oriented promotion of branded products and projects generally address long-term opportunities to reduce foreign import constraints or expand export growth opportunities.

Who may apply: Non-profit commodity or trade associations called “cooperators.” Preference is given to organizations that represent an entire industry or are nationwide in membership and scope.

Funding: \$26,000,000 was allocated in Fiscal Year 2018.

USDA-FAS Marketing Operations Division  
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<http://www.fas.usda.gov/mos/programs/fmdprogram.asp>

## **Emerging Markets Program (EMP)**

The Emerging Markets Program (EMP) helps U.S. organizations promote exports of U.S. agricultural products to countries that have -- or are developing -- market-oriented economies and that have the potential to be viable commercial markets.

Through the EMP, FAS provides cost-share funding for technical assistance activities such as feasibility studies, market research, sectorial assessments, orientation visits, specialized training and business workshops. The EMP supports exports of generic U.S. agricultural commodities and products, meaning projects that endorse or promote branded products or specific companies are not eligible.

There is no fixed list of "emerging market" countries, but the legislation defines an emerging market as any country that "is taking steps toward a market-oriented economy through the food, agriculture, or rural business sectors of the economy of the country" and "has the potential to provide a viable and significant market for United States commodities or products of United States agricultural commodities." Guidance on qualified countries is provided each year in the program application announcement.

FAS Program Operations Division  
Tel: (202) 720-4327  
Email: [podadmin@fas.usda.gov](mailto:podadmin@fas.usda.gov)  
<http://www.fas.usda.gov/programs/emerging-markets-program-emp>

## **Market Access Program (MAP)**

Through MAP, FAS partners with U.S. agricultural trade associations, cooperatives, state regional trade groups and small businesses to share the costs of overseas marketing and promotional activities that help build commercial export markets for U.S. agricultural products and commodities.

MAP reaches virtually every corner of the globe, helping to build markets for a wide variety U.S. farm and food products. FAS provides cost-share assistance to eligible U.S. organizations for activities such as consumer advertising, public relations, point-of-sale demonstrations, participation in trade fairs and exhibits, market research and technical assistance.

Funding: \$173,000,000 was allocated in Fiscal Year 2018.

- For generic marketing and promotion, a 10% match is required.
- For promotion of branded products, a dollar-for-dollar match is required.

FAS Program Operations Division  
Tel: (202)720-4327  
Email: [podadmin@fas.usda.gov](mailto:podadmin@fas.usda.gov)  
<http://www.fas.usda.gov/mos/programs/map.asp>

## **Western U.S. Agricultural Trade Association (WUSATA)**

WUSATA receives funding for programs and activities from USDA's Market Access Program (MAP). The Association works with 13 western State Departments of Agriculture and USDA's Foreign Agricultural Service (FAS) in posts around the world to facilitate trade between local U.S. food companies and international buyers.

WUSATA's **Global Connect** program sponsors industry-wide food and agricultural projects that are jointly managed by state marketing specialists and WUSATA to help U.S. companies discover new export markets, connect with international buyers, and increase global distribution. Projects and activities sponsored by Global Connect include inbound and outbound trade missions, in-store demonstrations, trade shows, and market research. Companies that want to participate in the Global Connect Program should contact their State Department of Agriculture.

WUSATA's **Export Education** program provides export education and assistance to agribusinesses through webinars and seminars that include WUSATA program details and market intelligence, as well as the Global Positioning Service (GPS) to provide a fast track to get U.S. product into international markets. GPS activities include five tracks:

- Track 1: Market Intelligence
- Track 2: Market Exploration
- Track 3: Product Analysis
- Track 4: Market Approach
- Track 5: Trade Show Coordination

Companies that want to participate in the Export Education should contact WUSATA directly.

WUSATA's **FundMatch** is a cost-share program that provides 50% reimbursement of pre-approved international marketing expenses to small, food and agricultural companies. To be eligible, companies must qualify as a small business, be headquartered in the WUSATA region, a legally licensed business that has been operating for at least one year, have product that is at least 50% U.S. agricultural origin by weight (excluding added water and packaging), and have product labels and packaging showing a clear U.S. origin statement. Western U.S. agribusinesses may receive up to \$300,000 in FundMatch reimbursements per year. Companies that want to participate in the FundMatches Program should contact WUSATA directly.

Who may apply: A U.S. business entity headquartered in the 13 western states, that is classified as a "small business" under the [U.S. Small Business Administration \(SBA\)](#) definition. Eligible products need to contain at least 50% U.S. grown ingredients by weight, excluding water and packaging.

Funding: Contact WUSATA for upcoming activities and grant opportunities.

Western U.S. Agricultural Trade Association  
4601 NE 77th Ave., Suite 240  
Vancouver, Washington, USA 98662  
Tel: 360-693-3373  
Email: [export@wusata.org](mailto:export@wusata.org)  
<http://www.wusata.org/>

### **State Trade Expansion Program (STEP Grant)**

The STEP program is funded in part through a grant with the U.S. Small Business Administration (SBA) and is administered by the Idaho Department of Commerce. This trade and export initiative provides matching-fund grants to states to assist “eligible small business concerns”. Program objectives are to increase the number of small businesses that export, increase the value of exports and increase the number of small businesses exploring significant new trade opportunities.

Financial Assistance Award applications are due in late August for projects that are undertaken during the following two fiscal years which starts October 1st immediately following the application and award process.

Who may apply: Companies that fall under the SBA’s definition of a small business.

Funding: \$2,000 minimum; \$10,000 maximum. 35% cash match required. Only one award is allowed per application window.

Idaho State Department of Agriculture  
2270 Old Penitentiary Road  
Boise, ID 83712  
Tel: 208-332-8678  
Email: [chelsea.conlon@isda.idaho.gov](mailto:chelsea.conlon@isda.idaho.gov)  
<https://agri.idaho.gov/main/marketing/financial-assistance/step-grant/>

### **Value-Added Producer Grant (VAPG)**

The Value Added Producer Grant (VAPG) program helps agricultural producers enter into value-added activities related to the processing and/or marketing of new products. The goals of this program are to generate new products, create and expand marketing opportunities, and increase producer income. Applicants may receive priority if they are a beginning farmer or rancher, a socially-disadvantaged farmer or rancher, a small or medium-sized farm or ranch structured as a family farm, a farmer or rancher cooperative, or are proposing a mid-tier value chain.

Grant and matching funds can be used for planning activities or for working capital expenses related to producing and marketing a value-added agricultural product. Examples of planning activities include conducting feasibility studies and developing business plans for processing and marketing the proposed value-added product. Examples of working capital expenses include: processing costs, marketing and advertising expenses, and some inventory and salary expenses.

Who may apply: Independent producers, agricultural producer groups, farmer- or rancher-cooperatives, and majority-controlled producer-based business ventures, as defined in the program regulation are eligible to apply for this program.

Funding: Planning grants \$75,000; working capital grants \$250,000. 50% match required.

Idaho Rural Development Office  
Layne Bangerter, State Director  
9713 West Barnes Drive, Suite A1  
Boise, ID 83709  
Tel: (208) 378-5600  
Fax: (208) 378-5643

<https://www.rd.usda.gov/programs-services/value-added-producer-grants/id>

### **Forest Products Marketing Unit (FPMU)**

The Forest Service program, FPMU, expands a national scope to include biomass utilization grants for the development of new or existing high value markets for low value wood, including biomass for energy, wood-based nanotechnology, green building construction, and other forest products to increase the utilization of hazardous fuel wood and thereby accelerate forest restoration and help reduce the rate and size of catastrophic fires.

The objectives of the FPMU are to:

- Help accelerate forest restoration, improve economic conditions and create new jobs.
- Strengthen forest products marketing, technology development and applications through a wide-range of strong working relationships and partnerships.
- Create incentives for increased use of biomass through federal financial assistance.
- Provide national coordination for creating higher value markets from low value wood through new, innovative forest products marketing and utilization opportunities across mixed ownerships along a complex rural to urban land gradient.
- Extend forest products marketing technical assistance expertise across all mission areas of the Forest Service and other areas outside the agency, as needed.

Technology Marketing Unit, State and Private Forestry  
Forest Service, Forest Products Laboratory  
One Gifford Pinchot Dr.  
Madison, WI 53726-2398  
Tel: (608) 231-9200

E-mail: [mailroom\\_forest\\_products\\_laboratory@fs.fed.us](mailto:mailroom_forest_products_laboratory@fs.fed.us)  
<https://www.fpl.fs.fed.us/research/units/fpmu/index.shtml>

### **Acer Access and Development Program (ACER)**

ACER offers grants to support promotion of the domestic maple syrup industry. Supported activities include: promotion of research and education related to maple syrup production,

promotion of natural resource sustainability in the maple syrup industry, market promotion for maple syrup and maple-sap products, encouragement of owners and operators of privately held land containing species of trees in the genus *Acer* to initiate or expand maple-sugaring activities on the land, or to voluntarily make land available for public access of maple-sugaring activities.

Who may apply: States, Tribal governments, and research institutions located within the 50 United States, the District of Columbia, American Samoa, Guam, the Federated States of Micronesia, the Commonwealth of the Northern Mariana Islands, the Commonwealth of Puerto Rico, or the U.S. Virgin Islands.

Funding: \$900,000 was awarded in Fiscal Year 2017.

Martin “RO” Rosier, Team Lead

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<https://www.ams.usda.gov/services/grants/fsmip>

## **Research**

### **Sustainable Agriculture Research and Education (SARE) Program**

SARE is a program of the U.S. Department of Agriculture that functions through competitive grants conducted cooperatively by farmers, ranchers, researchers and ag professionals to advance farm and ranch systems that are profitable, environmentally sound and good for communities.

Types of grants:

- [Research & Education Grants](#)  
provides funding to scientists, producers, and others using interdisciplinary approaches to address issues related to sustaining agriculture.
- [Professional Development Grants](#)  
focus on training agricultural professionals to help them spread knowledge about sustainable agriculture concepts and practices. This grant is limited to \$75,000. Grants can run for up to three years, with the final year to be focused on project evaluation.
- [Farmer/Rancher Grants](#)  
provides one- to three-year grants that are conducted by agricultural producers with support and guidance from a technical advisor. Individual farmers or ranchers may apply for up to \$20,000, and a group of three or more producers may apply for up to \$25,000. Producers typically use their grants to conduct on-site experiments that can improve their operations and the environment and can be shared with other producers. Grant recipients may also focus on marketing and organic production.
- [Professional + Producer Grants](#)  
provide one- to three-year grants that are similar in concept to the Farmer/Rancher Grants, with a few key differences. Instead of a producer serving as the project coordinator, an agricultural professional coordinates the project. A farmer or rancher serves as the project advisor. Applicants can seek up to \$50,000 and must have at least five producers involved.

- [Graduate Student Grants in Sustainable Agriculture](#) provide a maximum of \$25,000 and may last for up to two years. Those eligible to apply are masters or Ph.D. students enrolled full time (as determined by the institution's requirements) at accredited colleges or universities in the Western region. An applicant is eligible for only one grant during his or her graduate program.

Kate Painter, State Coordinator  
University of Idaho Extension, Boundary County  
P.O. Box 267  
Bonners Ferry, ID 83805  
Tel: (208) 267-3235  
E-mail: [kpainter@uidaho.edu](mailto:kpainter@uidaho.edu)  
<https://www.westernsare.org/Professional-Development-Program/State-and-Protectorate-Pages/Idaho>

## **Potato Breeding Research**

The purpose of this grant program is to support potato (*Solanum tuberosum* L.) research programs that focus on varietal development and testing and potato varieties for commercial production. As used herein, varietal development and testing is research using conventional breeding and/or biotechnological genetics to develop improved potato varieties. Aspects of evaluation, screening and testing must support variety development.

Who may apply: 1862 Land-Grant Institutions, 1890 Land-Grant Institutions, 1994 Land-Grant Institutions, Other or Additional Information, and State Agricultural Experiment Stations. Applications may only be submitted by state agricultural experiment stations, land-grant colleges and universities, research foundations established by land-grant colleges and universities, colleges and universities receiving funds under the Act of October 10, 1962, as amended (16 USC 582a et seq.), and accredited schools or colleges of veterinary medicine.

Funding: \$1,850,000 estimated for Fiscal year 2018. 100% match is required.

Division of Plant Systems-Production  
Jeffery Steiner, Division Director  
3140 Waterfront Centre  
Tel: (202) 690-4442  
Email: [Jeffrey.Steiner@nifa.usda.gov](mailto:Jeffrey.Steiner@nifa.usda.gov)  
<http://nifa.usda.gov/funding-opportunity/potato-breeding-research>

## **Biomass Research and Development Initiative (BRDI)**

The USDA's National Institute of Food and Agriculture (NIFA), Institute of Bioenergy, Climate, and Environment (IBCE) and the Department of Energy's Energy Efficiency and Renewable Energy Golden Field Office, Bioenergy Technologies Office collaborates to provide the interagency Program to support the development of a biomass-based industry in the United States.

The projects must fall under one of these three technical areas:

- Feedstocks development
- Biofuels and biobased products development
- Biofuels and biobased products development analysis

Who may apply: 1862 Land-Grant Institutions, 1890 Land-Grant Institutions, 1994 Land-Grant Institutions, Hispanic-Serving Institutions, Nonprofits with 501(c)(3) IRS status, other than Institutions of Higher Ed, Other or Additional Information, Private Institutions of Higher Ed, Small Business, State Controlled Institutions of Higher Ed. Institution of Higher Education, National Laboratory, Federal Research Agency, State Research Agency, Private Sector Entity, Non-Profit Organization and/or a consortium of 2 or more entities identified as eligible.

Funding: \$6,000,000 was allocated in Fiscal Year 2017.

20% match required for research and development projects and 50% match for demonstrations.

Daniel Cassidy, National Program Leader

Division of Bioenergy

Tel: 202-401-6444

Email: [dcassidy@nifa.usda.gov](mailto:dcassidy@nifa.usda.gov)

<http://nifa.usda.gov/funding-opportunity/biomass-research-and-development-initiative-brdi>

### **Specialty Crop Research Initiative (SCRI)**

The purpose of the SCRI program is to address the critical needs of the specialty crop industry by awarding grants to support research and extension that address key challenges of national, regional, and multi-state importance in sustaining all components of food and agriculture, including conventional and organic food production systems. Projects must address at least one of five focus areas:

- Research in plant breeding, genetics, genomics, and other methods to improve crop characteristics.
- Efforts to identify and address threats from pests and diseases, including threats to specialty crop pollinators.
- Efforts to improve production efficiency, handling and processing, productivity, and profitability over the long term (including specialty crop policy and marketing).
- New innovations and technology, including improved mechanization and technologies that delay or inhibit ripening.
- Methods to prevent, detect, monitor, control, and respond to potential food safety hazards in the production efficiency, handling and processing of specialty crops.

Who may apply: 1862 Land-Grant Institutions, 1890 Land-Grant Institutions, 1994 Land-Grant Institutions, For-profit Organizations Other Than Small Businesses, Hispanic-Serving Institutions, Nonprofits with 501(c)(3) IRS status, other than Institutions of Higher Ed, Nonprofits without 501(c)(3) IRS status, other than Institutions of Higher Ed, Other or Additional Information, Private Institutions of Higher Ed, Small Business, State Agricultural Experiment Stations, State Controlled Institutions of Higher Ed

Funding: \$48,000,000 was allocated in Fiscal Year 2017. 100% match required.

Division of Plant Systems-Production  
Thomas (Tom) Bewick, National Program Leader  
3146 Waterfront Centre  
Tel: (202) 401-3356  
Fax: (202) 401-4888  
Email: [tbewick@nifa.usda.gov](mailto:tbewick@nifa.usda.gov)  
<http://nifa.usda.gov/funding-opportunity/specialty-crop-research-initiative-scri>

### **Organic Agriculture Research and Extension Initiative (OREI)**

OREI seeks to solve critical organic agriculture issues, priorities, or problems through the integration of research, education, and extension activities. The purpose of this program is to fund projects that will enhance the ability of producers and processors who have already adopted organic standards to grow and market high quality organic agricultural products. Priority concerns include biological, physical, and social sciences, including economics. The OREI is particularly interested in projects that emphasize research, education and outreach that assist farmers and ranchers with whole farm planning by delivering practical research-based information. Projects should plan to deliver applied production information to producers. Fieldwork must be done on certified organic land or on land in transition to organic certification, as appropriate to project goals and objectives.

Who may apply: 1862 Land-Grant Institutions, 1890 Land-Grant Institutions, 1994 Land-Grant Institutions, For-profit Organizations Other Than Small Businesses, Private Institutions of Higher Ed, State Agricultural Experiment Stations, State Controlled Institutions of Higher Ed, State agricultural experiment stations, colleges and universities, university research foundations, other research institutions and organizations, Federal agencies, national laboratories, private organizations or corporations, individuals who are United States citizens or nationals.

Funding: \$17,600,000 estimated for Fiscal Year 2018. 100% match required.

Division of Plant Systems - Production  
Mathieu Ngouajio, National Program Leader  
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Tel: (202) 401-4895  
Fax: (202) 401-6488  
E-mail: [mngouajio@nifa.usda.gov](mailto:mngouajio@nifa.usda.gov)  
<https://nifa.usda.gov/funding-opportunity/organic-agriculture-research-and-extension-initiative>

### **Farmers Advocating for Organic (FAFO)**

Farmers Advocating for Organic (FAFO) began with the 2002 Farm Bill, which included an exemption for organic farmers from contributing to national promotion programs like “Got Milk?” In response, Organic Valley devised a way for farmers to pool exemptions into an organic-focused granting fund as a way to promote and advance organic farming.

FAFO is a grant program funded entirely by annual, voluntary contributions from Organic Valley farmers. It is the largest farmer-funded grant program in the U.S. and one of the few focused solely on organic. The fund provides a way for Organic Valley farmers to address the long-term needs of the organic marketplace and future of organic agriculture by supporting the development of long-term solutions. Through combining resources, Organic Valley farmers are able to invest in projects that affect the livelihoods of organic farmers across the country.

Who may apply: Non-profit organizations and academic/research institutions are eligible to submit a letter of interest (LOI). LOIs will reviewed and responded to within two weeks and if approved, the organization will be invited to submit a full application. Applications must advance FAFO's mission of protecting and promoting the organic industry or livelihood of organic farmers through research, education, or advocacy. The impact must reach beyond local communities.

Funding: \$5,000 - \$50,000 for a one-time grant. Grants exceed \$50,000 and multi-year grants are considered under extraordinary circumstances by invitation only.

Vicky Reeves, FAFO Program Manager  
E-mail: [Vicky.reeves@organicvalley.coop](mailto:Vicky.reeves@organicvalley.coop)

## **Technical Assistance**

### **Technical Assistance for Specialty Crops (TASC)**

The Technical Assistance for Specialty Crops (TASC) program provides funding to U.S. organizations for projects that address sanitary, phytosanitary and technical barriers that prohibit or threaten the export of U.S. specialty crops. Eligible activities include seminars and workshops, study tours, field surveys, pest and disease research, and pre-clearance programs. Eligible crops include all cultivated plants and their products produced in the United States except wheat, feed grains, oilseeds, cotton, rice, peanuts, sugar and tobacco.

The TASC program is intended to benefit an entire industry or commodity rather than a specific company or brand. Proposals may target individual countries or reasonable regional groupings of countries.

Funding: Awards are for up to \$500,000 per year and for projects of up to five years.

USDA - FAS Program Operations Division  
Tel: (202) 720-4327  
Email: [podadmin@fas.usda.gov](mailto:podadmin@fas.usda.gov)  
<http://www.fas.usda.gov/programs/technical-assistance-specialty-crops-tasc>

### **The Cochran Fellowship Program**

The Cochran Fellowship Program provides short-term training opportunities to agricultural professionals from middle-income countries, emerging markets, and emerging democracies.

The goals are to:

- Help eligible countries develop agricultural systems necessary to meet the food and fiber needs of their domestic populations.
- Strengthen and enhance trade linkages between eligible countries and agricultural interests in the United States.

Approximately 600 Cochran fellows come to the United States each year, generally for 2-3 weeks, to work with U.S. universities, government agencies, and private companies. They receive hands-on training to enhance their technical knowledge and skills in areas related to agricultural trade, agribusiness development, management, policy, and marketing. USDA announces eligible countries and topics each year based on current trade issues.

Since its start in 1984, the Cochran Program has provided training for more than 17,500 fellows from 125 countries.

USDA – FAS Trade and Scientific Exchanges Division  
Tel: (202) 690-0947  
Email: [cochranfellowship@fas.usda.gov](mailto:cochranfellowship@fas.usda.gov)  
<http://www.fas.usda.gov/programs/cochran-fellowship-program>

### **Scientific Cooperation Research Program**

The Scientific Cooperation Research Program supports joint research, extension, and education projects — lasting up to two years — between U.S. researchers and researchers from selected emerging market economies. The projects address issues including agricultural trade and market access, animal and plant health, biotechnology, food safety and security, and sustainable natural resource management.

Since 1980, the program has supported more than 400 projects with approximately 95 partnering countries, enhancing the technical skills of more than 1,000 agricultural professionals and helping beneficiary countries to be more competitive consumers of U.S. agricultural products.

FAS Trade and Scientific Exchanges Division  
Tel: (202) 690-1940  
Email: [SCRPPProposals@fas.usda.gov](mailto:SCRPPProposals@fas.usda.gov)  
<http://www.fas.usda.gov/programs/scientific-cooperation-research-program>

### **Risk Management Education Program (RME)**

The RME Program funds projects to provide farmers with the knowledge, skills, and tools needed to make informed risk management decisions for their operations. Risk management strategies can range from futures, options, and forward contracts to broader strategies such as crop and enterprise diversification, conservation planning, new and value-added markets, and asset building. The program currently has five priority topics — production, price or marketing, human resources, legal, and financial risk.

The program is managed by USDA's National Institute of Food and Agriculture (NIFA) and operates through four regional centers and a fifth national digital center:

- North Central Center: University of Nebraska – Lincoln Extension
- Northeast Center: University of Delaware Cooperative Extension
- Southern Center: University of Arkansas Division of Agriculture
- Western Center: Washington State University Cooperative Extension
- Digital Center for Risk Management Education: University of Minnesota

Who may apply: Land grant and other colleges and universities, cooperative extension, and other public and private entities with a demonstrated capacity to develop and deliver educational programs for agricultural producers, including farm groups, lenders, risk management service providers, and community-based organizations (including nonprofits). Collaborative proposals are strongly encouraged.

Funding: \$5,000,000 for Fiscal Year 2018.

Jo Ann Warner, Assistant Director/Grant Specialist  
Western Center: Washington State University Extension  
222 N. Havana

Spokane, WA 99202

Tel: (509) 477-2168

E-mail: [warnerj@wsu.edu](mailto:warnerj@wsu.edu)

<http://sustainableagriculture.net/publications/grassrootsguide/credit-crop-insurance/risk-management-education-program/>

### **National Organic Certification Cost Share Program (NOCCSP)**

NOCCSP provides organic producers and handlers with financial assistance to reduce the cost of organic certification by reimbursing a portion of their paid certification costs.

Who may apply: Certified organic and transitional producers and in all 50 States, the District of Columbia, the American Samoa, the Commonwealth of the Northern Mariana Islands, the Commonwealth of Puerto Rico, Guam, and the United States Virgin Islands.

Funding: Once certified, producers and handlers are eligible to receive reimbursement for up to 75 percent of certification costs each year up to a maximum of \$750 per certification scope – crops, livestock, wild crops, and handling.

Idaho State Department of Agriculture

Organics Program

PO Box 7249

Boise, ID 83707

Tel: (208) 332-8539

<http://fsa.usda.gov/programs-and-services/occsp/index>