



## 2019 Local Farm Grants: Request for Proposals

The Adirondack North Country Association supports transformational projects, causing systemic changes and creating ripples that flow through industries and across economic sectors. As demonstrated in a 2017 Federal Reserve Bank of St. Louis report “Harvesting Opportunity: The Power of Regional Food System Investments to Transform Communities,” targeted investments in food and agricultural businesses stimulate the broader regional economy.

ANCA is seeking proposals for grants ranging between \$2,500-\$45,000 that will provide seed or refinancing capital to improve farm viability by addressing gaps in the local food supply chain, increasing opportunity for value-added processing or securing business development services. The increasing average age of NY farmers (nearly 56 years old) is of particular concern to the long-term sustainability of agriculture in the state.

To foster farm viability in northern New York, ANCA is offering grants to assist **local farmers, producers/entrepreneurs, food hubs, and cooperatives** interested in expanding, diversifying, or niching their business in economically distressed counties of northern NY<sup>1</sup>. Preference will be given to applicants supporting underemployed new or beginning farmers. Funding will be provided in increments- 25% as an advance at the time of award, quarterly reimbursements based on applicant milestones and the remaining 10% upon project completion. If needed, a request for additional advance funds from the awardee can be submitted for review and approval by the grant committee.

Applications for Competitive Grants should include:

**Contact:** A primary contact, name, e-mail, job title, business name, and phone number.

**Applicant Business Description:** Briefly describe your farm or agricultural business, services offered, the products made, and number of years in business. Note size and scale in terms of gross annual sales, land in production (if relevant), and units of product sold per year. Demonstrate your financial need or inability to obtain low-cost funding from conventional sources, i.e. explain why your project cannot move forward without this grant funding. Where applicable, include information about the source of the raw materials used in production i.e. grown on your farm, grown in NY, made in NY, organic certified, NY Grown and Certified, Animal Welfare Certified, etc. (up to 200 words)

**Plan:** A short summary of your goals, why they’re important to your business, what you plan to do, and your intended markets. Describe how the funding will be used and the anticipated increase in local farm product sales, particularly an estimated Return on Investment (ROI) would be helpful, including economic, social, and environmental impacts. Please include the number of farms, food,

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<sup>1</sup> Clinton, Essex, Franklin, Fulton, Hamilton, Herkimer, Jefferson, Lewis, St. Lawrence, Saratoga, Oneida, Oswego, Warren, and Washington counties

and agriculturally related businesses that will be directly impacted by your project. List a set of quarterly milestones needed to complete your project. (approx. 100-200 words)

**Costs:** A list of material/project costs noting ANCA grant funds and any matching funds or in-kind investments. Allowable costs include equipment, supplies, construction, contractors, and consultants. Can your project move forward with partial funding? If so, what is the minimum amount of funding that would keep your project moving forward?

**Reporting:** A commitment to sending ANCA brief reports of how funds were spent including copies of invoices, project photos and demonstrated impacts to your business goals.

**Applications are due no later than November 30, 2019 at midnight. Please submit your application and/or any questions to [localfarmgrants@adirondack.org](mailto:localfarmgrants@adirondack.org). An on-site interview including photos and videos may be conducted as part of the application process.**

### Scoring Criteria

**Applicant Business Description:** 20 points

Provide an adequate background for applicant reviewers to understand the project context and your readiness to implement the proposed project.

**Plan:** 30 points

Describe a clear plan that speaks to the measurable goal(s), specific changes to your business, how the changes will be implemented, and the ultimate impact to your financial bottom line (ROI). Include clear estimates for providing training and jobs directly created or retained for new farmers.

**Costs:** 30 points

A basic description of itemized costs and justification can obtain up to 10 points. The remaining 20 points will be determined as follows.

>50% match	20 points
31-50% match	15 points
16-30% match	10 points
1-15% match	5 points
0% match	0 points

**Reporting:** 20 points

Measuring success is critical to learning from your project and sharing outcomes with our funding sources. Your commitment to a narrative report, providing photos, openness to pre and post project interviews and ability to describe impacts in the form of measured metrics (product sales, cash flow, balance sheets, and overall business viability) will be essential.