



Hudson Valley AgriBusiness

D e v e l o p m e n t C o r p o r a t i o n

Grant Opportunities and Other Sources of Funding

12/8/14 Presentation by Brian Zweig, of
Business Opportunities Management Consulting

FUNDING ALTERNATIVES

- Grants (including reimbursements and forgivable loans)
- Debt/Loans
- Equity/Investment

FUNDING ALTERNATIVES



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GRANTS

GRANT FUNDING SOURCES

Source: New York State/Empire State Development

Program: New Farmer Grant Fund

Description: \$15,000 - \$50,000 for early stage farmers

Uses/cost share: Machinery, equipment, construction, expansion, purchase of supplies with 50% match required.

Criteria/requirements: Demonstrate “innovative agricultural techniques.” Business plan, tax returns, budget, commitment of matching funds.

Deadline: January 28, 2015

Website: www.esd.ny.gov/BusinessPrograms/NewFarmersGrantFund.html

GRANT FUNDING SOURCES

Source: New York State/ESD/various programs

Program: Consolidated Funding Application Process

Description: Single entry point for access to economic development funding in New York State.

Uses/cost share: Project “gap” funding, typically 20% of project

Criteria/requirements: Job creation, must be consistent with regional council strategic plan. Requires completion of online application, project budget, tax returns.

Deadline: Summer of 2015 (TBD)

Website: www.RegionalCouncils.NY.Gov

GRANT FUNDING SOURCES

Source: Sustainable Agriculture Research & Education (SARE)

Program: Farmer Grants

Description: Up to \$15,000 for commercial producers that have an innovative idea they want to test.

Uses/cost share: Time, project materials, consulting fees, rent

Criteria/requirements: Funds new sustainable production and marketing practices. Requires technical advisor, budget with justification.

Deadline: December 2, 2014

Website: www.NESARE.org

GRANT FUNDING SOURCES

Source: USDA Farmers Markets and Local Food Marketing

Program: Local Food Promotion Program (LFPP)

Description: Planning (\$5 - \$25,000) and implementation (\$25 - \$100,000) grants for establishing or expanding local or regional food business enterprises (intermediaries).

Uses/cost share: Personnel, supplies, equipment, indirect costs. Requires 25% matching funds.

Criteria/requirements: Submission via Grants.gov website.

Deadline: TBD for 2015

Website: www.ams.usda.gov/AMSV1.0/fmpp

GRANT FUNDING SOURCES

Source: USDA Farmers Markets and Local Food Marketing

Program: Farmers Market Promotion Program (LFPP)

Description: \$15 - \$100,000 for direct producer to consumer opportunities (farmers markets, roadside stands, CSA's).

Uses/cost share: Personnel, supplies, equipment, indirect costs.
No match required.

Criteria/requirements: Must benefit more than one farmer.
Submission via Grants.gov website.

Deadline: TBD for 2015

Website: www.ams.usda.gov/AMSV1.0/fmpp

GRANT FUNDING SOURCES

Source: USDA

Program: Value-Added Producer Grants (VAPG)

Description: Grants for planning (up to \$75,000) or working capital (up to \$200,000) to help producers develop value-added activities.

Uses/cost share: Not for capital expenses. Requires 50% match.

Criteria/requirements: Priorities for beginning farmer, small/family farms, disadvantaged farmers.

Deadline: TBD for 2015

Website: www.rurdev.usda.gov/bcp_vapg.html

GRANT FUNDING SOURCES

Other USDA Programs:

- Organic Certification Cost Share: Reimburses up to 75%/ \$750 for cost of organic certification.

www.ams.usda.gov/AMSV1.0/ams.fetchTemplateData.do?template=TemplateQ&leftNav=NationalOrganicProgram&page=NOPCostSharing&description=Organic+Cost+Share+Program

- Transition Incentive Program: Incentives for retired/retiring farmers to rent or sell conservation land to new or disadvantaged farmers.

www.fsa.usda.gov/FSA/webapp?area=home&subject=copr&topic=tipr

- Organic Agriculture Research and Extension Initiative (OREI):

www.csrees.usda.gov/fo/organicagricultureresearchandextensioninitiative.cfm

GRANT FUNDING SOURCES

Other Grant Programs:

- Small Business Innovation Research (SBIR): Government-wide program providing up to \$150,000 for innovative research.

www.sbir.gov

- Wallace Center Food Hub Development Grant: Funding to support food hubs.

www.wallacecenter.org/strengtheninglocalfoodsystems/

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LOANS

LOAN FUNDING SOURCES

USDA/FSA Loan Programs:

- Farm Operating Loans and Microloans
<http://www.fsa.usda.gov/FSA/webapp?area=home&subject=fmlp&topic=dflop>
- Farm Ownership Loans
<http://www.fsa.usda.gov/FSA/webapp?area=home&subject=fmlp&topic=dflon>
- Emergency Farm Loans
<http://www.fsa.usda.gov/FSA/webapp?area=home&subject=fmlp&topic=efl>
- Guaranteed Farm Loans
<http://www.fsa.usda.gov/FSA/webapp?area=home&subject=fmlp&topic=gfl>
- Transitioning Farms from Retiring Farmers
www.fsa.usda.gov/Internet/FSA_File/lc_guarantee_program.pdf

LOAN FUNDING SOURCES

USDA/FSA Loan Programs (continued):

- Minority and Women Farmers and Ranchers
www.fsa.usda.gov/FSA/webapp?area=home&subject=fmlp&topic=sdl
- Beginning Farmers and Ranchers
www.fsa.usda.gov/FSA/webapp?area=home&subject=fmlp&topic=bf
- Loan Guarantees for Non-Production Ag Businesses
www.rurdev.usda.gov/SupportDocuments/OR_BCP_BI_Agribusiness.pdf
- Farm Storage Facility Loans
www.fsa.usda.gov/FSA/webapp?area=home&subject=prsu&topic=flp-fp
- Rural Youth Loans
www.fsa.usda.gov/FSA/webapp?area=home&subject=fmlp&topic=ryl

LOAN FUNDING SOURCES

Local Loan Programs:

- Community Capital NY: small business loans
www.CommunityCapitalNY.org
- Farm Credit East: farm loans and ag financial services
www.FarmCreditEast.com
- Rudolf Steiner Foundation: mortgage, construction and equipment loans for larger food and ag businesses
www.RSFSocialFinance.org
- Hudson River Ventures: Loans to innovative ventures and start-ups, including ag and food businesses
www.HudsonRiverVentures.com

FUNDING ALTERNATIVES



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INVESTORS

EQUITY FUNDING SOURCES

Sources of Equity/Investor Funding:

- Slow Money: www.SlowMoneyNYC.org
- Foodshed Investors NY: www.slowmoneynyc.org/nyc-lion.html
- Local Farms Fund: www.LocalFarmsFund.com

REFERENCES FOR FUNDING

USDA - Building Sustainable Farms, Ranches and Communities:

www.sare.org/Learning-Center/Books/Building-Sustainable-Farms-Ranches-and-Communities

Leopold Center – Funding Opportunities in Local Foods:

www.leopold.iastate.edu/pubs-and-papers/2014-10-funding-opportunities-local-foods

National Sustainable Agriculture Coalition:

www.sustainableagriculture.net/publications/grassrootsguide/farm-bill-programs-and-grants/

HOW WE CAN HELP

- Business Plans
- Technical Assistance
- Connections to customers, suppliers, industry experts, funding opportunities

CONTACT US!



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