Extension Risk Management Education Competitive Grants Program

2018 Grant Application Webinar

10AM Pacific Time – October 12, 2017
Extension Risk Management Education Competitive Grants Program

2018 Request for Applications

Grant Application Webinar

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Heather Schriver, Grant Coordinator

Jo Ann Warner, Associate Director
Webinar Instructions

• Participant microphones will be muted.
• Use the Chat function to type in your questions.
• Questions will be answered at the end of the presentation.

Thank you!
Webinar Overview

- Extension RME Competitive Grants Program Overview

- Results/Outcome Based Proposals

- Application and Submission Information
Western Extension Risk Management Education Center (Western Center)

- One of four regional Extension risk management education centers in the U.S.
- Administer a competitive grants program in the 13 western states and U.S. affiliated Pacific Islands
- Supported by funding from the USDA National Institute of Food and Agriculture (NIFA)

- [http://westrme.wsu.edu/](http://westrme.wsu.edu/)
National Mission

Educating America’s farmers and ranchers to manage the unique risks of producing food for the world’s table
Our Goal

To help farm and ranch families improve their economic viability through targeted risk management education.
Extension Risk Management Education

• Economic Viability:
  – Economic viability refers to the farm’s or ranch’s ability to improve profitability and to increase opportunities for equity growth over time.

  – Successful proposals clearly identify how their proposed results enhance farm or ranch economic viability.
ERME Risk Categories:

Introduction to Risk Management

Understanding Agricultural Risks:
- Production
- Marketing
- Financial
- Legal
- Human


By
Laurence Crane, Gene Gantz, Steve Isaacs, Doug Jose, Rod Sharp

Published by
Extension Risk Management Education and Risk Management Agency

With funding by
United States Department of Agriculture

Regional Priorities

1. Production & Financial Risk as a Result of Increased Climate Variability Challenges

1. Enhanced Record Keeping

1. Scaling up Production
2018 RFA Evaluation Criteria

- Proposed Results – 40% Weight
- Results Verification – 10% Weight
- Producer Demand – 20% Weight
- Team/Organizational Capacity and Collaborators – 15% Weight
- Innovative Approaches and Review of Past Projects – 10% Weight
- Wide Application – 5% Weight
Result/Outcome Based Proposals
Successful Proposals

- Relevant Producer Results/Outcomes
- Measurable Outcome Verification
- Achievement of Long Term Producer Goals
Proposals Need to be Producer Focused and Results Based

The return on the investment of the grant award are the long term risk management outcomes that strengthen participants economic viability.

What do you want agricultural producers to accomplish with the grantor’s investment of dollars in your program?
Proposed Results/Outcomes

➢ Determine **first** what achievable outcomes you want participants to achieve.

➢ Articulate these outcomes in the planning and design of your project
  ▪ Know what needs to be done for producers to achieve long term risk management outcomes.
Five levels of producer actions in order of increasing producer engagement:

1. Understand
2. Analyze
3. Develop
4. Decide
5. Implement

Knowledge
- Short Term

Actions
- Medium

Conditions
- Long Term
Theory of Change Logic

What has to occur or change to realize the short and medium term outcomes?
1. Understand
2. Analyze
3. Develop
4. (Decide)

What has to occur or change to realize the long term outcomes?
5. Implement
Proposed Results/Outcomes

➢ Begin with action oriented verbs describing what needs to change:

Achievable outcomes to be reached (Objectives)

<table>
<thead>
<tr>
<th>Objective - ACTION</th>
<th>Output Measures - PRODUCT</th>
<th>Outcome Measures - Results</th>
</tr>
</thead>
<tbody>
<tr>
<td>Adopt new grazing practices.</td>
<td># of additional days animals are grazed over the course of a year</td>
<td>% reduction in annual feed costs</td>
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<tr>
<td></td>
<td></td>
<td>% reduction in overall input costs</td>
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<tr>
<td></td>
<td></td>
<td>% increase in profit (assuming all other things are constant)</td>
</tr>
<tr>
<td>Public Value</td>
<td>A secure supply of safe, nutritious, and affordable food</td>
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<td>-----------------------------</td>
<td>---------------------------------------------------------</td>
<td></td>
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<tr>
<td>Benefits to Producer</td>
<td>Achieve agricultural economic sustainability for U.S. Farmers and Ranchers by mitigating production risk</td>
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<tr>
<td>Long-term outcomes</td>
<td>% increase in number of participants who realize profits by increasing yields or reducing costs</td>
<td></td>
</tr>
<tr>
<td>Medium-term outcomes</td>
<td>% reduction in input costs as a result of transitioning to new grazing practices</td>
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</tbody>
</table>

# of participants who adopt a new management practice (product of learning activities – short term outcome) aimed at reducing input costs (medium term outcome).
Production Risk & Economic Viability

1. Controlling risk through improved management practices such as...
2. Transition to more efficient or effective production systems (e.g. precision ag; grazing practices) which lead to...
3. Increased profitability through increased yields and reduction of input costs

*Agricultural production implies an expected outcome or yield. Variability in those outcomes poses risk to a farms ability to achieve their financial goals.*
Measurable Outcome Verification

- Articulates goals and plan for achievement.
- Links changes participants made to a specific part of the program.
- Measures results across time to see how well participants are achieving their risk management goals.
- Uses data collection to inform the project team if they are going in the right direction (performance monitoring)
Evaluation Resources


Program Evaluation: http://ppe.cw.wsu.edu/

Project Steps

- Timeline for project team and collaborators to:
  - Develop training materials and curriculum
  - Disseminate tools and resources
  - Deliver workshops and trainings
  - Conduct evaluations across life of project
  - Evaluate data collection to assess and report achievement of risk management results.
Producer Demand

- Articulates your relationship with, or connection to the target audience.
- Describes methods you/project team have used to demonstrate interest by participants.
- States anticipated and realistic number of producers (does not use percentages).
- Links audience interest to risk management results.
- Provides a solid rationale for producer engagement.
- Describes level of producer action needed for success.
Team/Organizational Capacity & Collaborators

- Equal value to team and collaborators

- Project Team/Organizational Capacity
- Collaborator Strength
- Demonstrated through Letters of Commitment – (ERME Western Center RFA page 12)
Review of Past ERME Projects

• Identify and review two ERME completed projects.
  1. Show how your project can build upon or collaborate with these projects.
     - What does your project have in common with the projects you have reviewed?
  2. Alternatively, describe how your project is unique and innovative.

  ➢ Reviewing your own organization’s funded projects will not satisfy this requirement.
Review of Past ERME Projects

ExtensionRME.org website:

http://extensionrme.org/Projects/CompletedProjects.aspx?e=0&i=0
Review of Past ERME Projects

Western Center website:
http://westrme.wsu.edu/funded-projects/
Review of Past ERME Projects

Completed Projects – Search

View the specific results of Extension Risk Management Education Completed Projects. Search projects from specific years, regions, states, or risk management education topics.

Search Criteria

- Years(s)
- Region(s)
- State(s)
- Topic(s)

Report Option(s)

- Project Overview

Search

PROJECT OVERVIEW RESULTS

Search Results: 22 projects


ExtensionRME.org
Other Application Sections

- Project Overview
- Project Results Narrative
- Project Steps
- Tools and Curriculum
- Audience Emphasis

**These sections – while not weighted, should inform and support the evaluation criteria.**
2018 RFA Submission & Award Timeline

One Stage Proposal Process

- Proposal Submissions, DUE by Thursday November 16, 2017

- Award Decisions Announced by February 12, 2018

- Project Period – April 1, 2018 to September 30, 2019
Budget Detail

• Consistency
  – Requested funding amount must be the same in the budget, budget narrative and on the ERME Cover Sheet (SF 424).

• Budget Review
  – Designated person inside your organization with budget expertise
Budget Detail

- Sub-award or consulting services
  - If a portion of your project will be performed by outside sources extra documentation is required.
    - *Follow the instructions as per Appendix A of the RFA.*
Budget Detail

• Indirect Cost Rate
  – may not exceed the lesser of the institution’s official negotiated indirect cost rate or the equivalent of 30% of the total Federal funds awarded.
  – If your organization does not have a federally negotiated indirect cost rate, an F&A rate of 10% Modified Total Direct Cost (MTDC) will be allowed.
    – *Follow the instructions as per Appendix A of the RFA.*
Budget Detail

Indirect Cost Rate

- 30% Federal fund limitation is equivalent to 42.857% of the total direct costs.
- $30,000 TDC x 42.857%
- $12,857 IC
- $42,857 = Total Funding Request

- $42,857 x 30% = $12,857 Indirect Cost Amount

***Follow the instructions as per Appendix A of the RFA.***
Budget Detail

Can we use grant funds for food/meals?

Generally, no. Only if it is a working meal conducted in a business atmosphere and maintains the continuity of the meeting.

- Solution to providing meals for workshops etc, use registration fees to cover these meal expenses or have a sponsor.
- Meals consumed while in official travel status do not fall in this category.
Budget Detail

• Project Director Training
  – All Project Directors
    ➢ Via WEBINAR 4-6 weeks after subaward start date of April 1.
    ➢ No dollars allocated in budget
Budget Guidelines

• Balanced Budget?
  ➢ Adequate allocations in each section for completion of program delivery?
  ➢ Too much salary, too little for travel, other direct costs?
  ➢ Are costs reasonable and allowable for the proposed plan of work and return on investment of grantor funds?
Eligibility & Uniform Administrative Requirements

Eligible applicants must:

a) Register for a Duns Number
b) Register with SAM (System for Award Management) and if funded:
c) Meet Uniform Administrative Requirements (RFA – Appendix A)
Applying For Funding

Welcome to the

The Western Extension Risk Management Education Center (Western Center) provides tools and training to support producers in establishing long-term risk management strategies that will strengthen the economic viability of their farm and ranch enterprises. Learn More

What's New...

- Competitive Grants Program » Funding Period Open!
- Applicant Webinar - Oct 12 at 10:00AM
- What is Risk Management? - Introduction to Risk Management (pdf)
- 2018 Applicant Webinar - Thursday October 12th at 16:00AM PDT
- October Newsletter - Coming soon!
- 2016 Ag Industry Survey and Report (pdf)
- CHOICES: Looking Ahead to the Next Farm Bill

Save the Date! 2018 ERME National Conference
Milwaukee, WI - April 11-12 2018
Cincinnati 2017 Extension RME National Conference
Presentations Available Online
April 27-28 2017
ERME Competitive Grants Program

http://westerme.wsu.edu/funding/

2018 RFA Timeline:
- November 16, 2017 – Application Deadline
- February 12, 2018 – Award Notification
- April 1, 2018 – Start Date for Funded Projects

The Western Extension Risk Management Education Center (Western Center), in conjunction with the Northeast, North Central and Southern Centers, announce a funding opportunity for projects that help farm and ranch families succeed through targeted risk management strategies. The maximum amount of requested funding shall not exceed $50,000 for Education Projects and $2,000 for Exploratory Projects.

2018 Western Center Request For Applications (RFA)

Online Application System and Registration: The online application system includes a user-based access within the Results Verification System (RVS). To register your proposal in the Results Verification System (RVS), click here. Select “Register” and enter information to create a new account. You will receive an email registration confirmation. If you do not receive the confirmation email within 15 minutes, check your spam folder. Click on the link in the email to complete your registration.
Registration Screen

"THE NEW STANDARD FOR ONLINE REPORTING SYSTEMS."

- Information flows from the start of a proposal to the final report
- Proposals focused on results
- Easy-to-use reporting web app

EMAIL ADDRESS

PASSWORD

Keep me logged in

Log In
Login Screen

NEW APPLICATION

« Back to My Projects

ACTIVE FUNDING OPPORTUNITIES

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<tr>
<th>All Available Funding</th>
<th>North Central ERME</th>
<th>Northeast ERME</th>
<th>Southern ERME</th>
<th>Western ERME</th>
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Western Extension Risk Management Education Center

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<thead>
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<th>2017 Education Projects</th>
<th>Application Resources</th>
<th>RFA</th>
<th>Start New Application</th>
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START A NEW APPLICATION

INVITE PROJECT DIRECTOR

The Project Director must be a registered user in this system. You may complete and submit the information below to send the Project Director an invitation to register. Once registered, you may continue initiating this project.

Project Director Email: sneibergs@wsu.edu

First Name

Last Name

Send Invitation to Project Director  Cancel
Co-Project Directors & Project Access Users

How many Co-Project Directors can be listed in the application?

- Only one

Can other people on my team or in my organization review my application?

- Yes – by creating an account in the RVS online application system
Application Tutorial

➢ http://extensionrme.org/pubs/ApplicationTutorial.PDF
Proposal Resources

- Proposal Resources: 
  http://extensionrme.org/verification/media.htm

- Performance Measures – Fall 2017 Newsletter: 
  http://westrme.wsu.edu/news/

- RME for Native American Farmers and Ranchers: 

- RME for Hispanic Farmers and Ranchers: 
Thank you!

Questions?

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