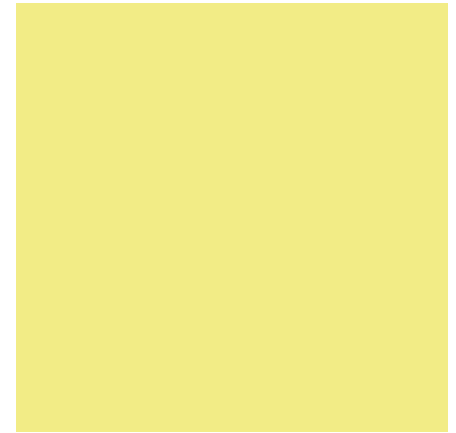




Fundraising, Grants, Economic Sustainability



Show me the money!

How to successfully resource your incubator farm program and expand programming over time.

+ Funding Options

■ Grants

- Government (federal, state, local)
- Foundations: mission alignment
 - Key Search Terms: food security, agriculture, environment, economic development, farm, land conservation

■ Fundraising

- Grassroots (appeals, campaigns)
- Individual Donor Cultivation
- Events - ROI

■ Sponsorships/Donations

- Fee for Service (rent, services, TA)
- Program Income (CSA, ed. workshops)





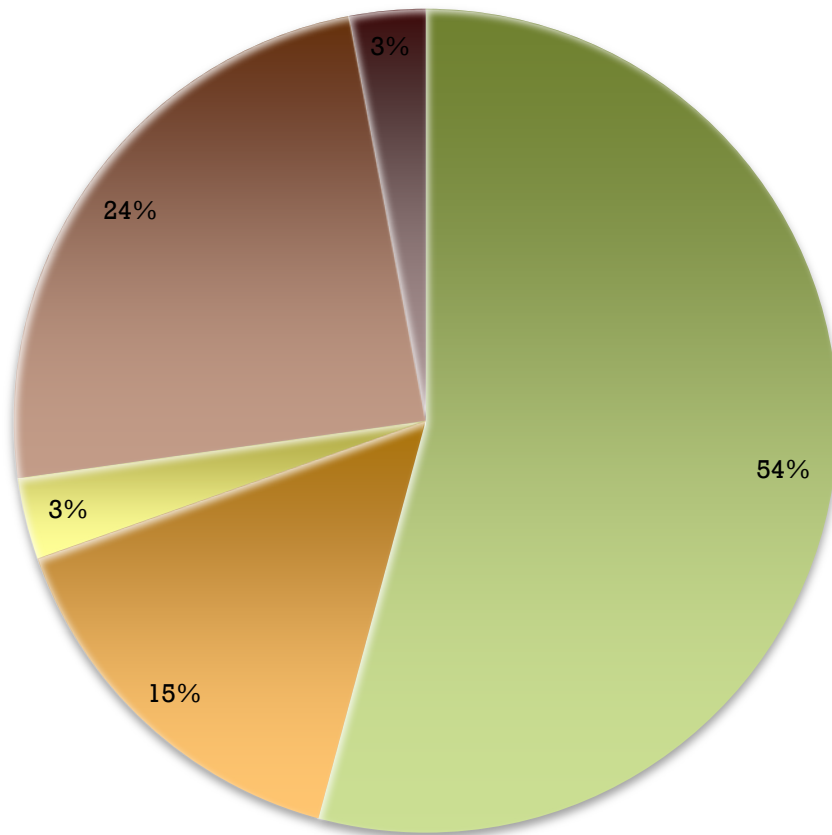
Alphabet Soup of USDA & other Government Funding Programs



- **CFP** – Community Food Projects
- **BFRDP** – Beginning Farmer and Rancher Development Program
- **RMA / RME** – Risk Management Agency
- **OASDFR** – Outreach and Assistance to Socially Disadvantaged Farmers and Ranchers (2501 Program)
- **FMPP** – Farmers’ Market Promotion Program
- **Specialty Crop Block Grants** (via state dept of ag)
- **SARE** – Sustainable Agriculture Research and Education (farmer, R&E, prof. devt, community, partnership)
- Regional **IPM** Grants
- **NRCS CIG** (Conservation Innovation Grants)
- **RBEG** (Rural Business Enterprise Grants)
- **Value-Added** Producer Grants
- ORR/HHS **RAPP** – Refugee Agricultural Partnership Program
- **Others?**

+ Program Strategies / Examples

**Sources of Operating Revenue
New Entry - 2012**



- Federal Government Grants
- Private Foundation Grants
- Fee for Service
- Revenue from CSA
- Contributions

