

Notes from: Strategies to Win Federal Grants and Leverage Local Funding Opportunities
Name of Notetaker: Bryson Risley
Number of attendees: 9
Who was in the room? (general geographies, types of roles, or list of attendees if intros are done) Speakers: Samantha Schaffstall, Debra Tropp, Elizabeth Burger. Audience: 4 people have applied for a grant /1 was awarded.
Key points from speakers: (list 7-10 main points): <ul style="list-style-type: none"> ▪ Avoid grandiose statements (try to be accurate) ▪ Triple Bottom Line of Grant Writing (People, Programs, Professionalism) ▪ Think Like a Reviewer <ul style="list-style-type: none"> ○ Review is not the subject matter expert make sure the writing is appropriate for someone who is not familiar with the subject. ▪ People are generally trying to help. If they reject something, it's because they don't think your topic will go over well with the board. ▪ Five Categories Reviewers grade (AMS, but similar categories) <ul style="list-style-type: none"> ○ Alignment and Intent (25 pts): Does it fit the scope of the grant? ○ Technical Merit (25 pts): Work Plan, Timeline, outcomes (replicable)? ○ Achievability (15 pts): how are you going to attack the challenges, acknowledge challenges? ○ Expertise and Partners (25 pts): Letters of support (if you say x is going to help need a letter from x.) ○ Fiscal Plan and Resources (10pts): Try to be accurate, but individual line items can change. Grant specialist can help change if greater than 20% line item change is needed. ▪ Local data can be used. (farmer x did xyz locally, and because of that I would like to do y) This can be used in the grant writing (LOS would be very helpful in this sort of scenario) ▪ You can have a good idea that gets thrown out at the early stages because of something like the sams number. If you don't get the grant and don't receive "review sheets" that likely means that the grant was eliminated early. If you receive reviewer notes use them to correct and as an opportunity to resubmit.
Was there a lot of energy on a particular topic? Which one(s)? <ul style="list-style-type: none"> ● Not all letters of support are helpful. If you get a LOS from a state elected official who is not really invested (generic) then it does nothing to help the cause. ● Statewide organizations respond more rapidly to a change in grant applications.
What generated lots of questions? Requirements for Grant Writing
What did people need more information about? Is there a person in area (local/regional) who "acts" as a professional grant writer or grant seeker? There is often a summary, but it requires digging that is too labor intensive.

What tools did people express needing to move forward?

Donna expressed need for defining difference between mobile market v farmers market.

An aggregated location for grants

Additional notes:

Tips for Grant Writing

- Define project before finding funder
- Read and follow directions
- Avoid assumptions
- Be specific
- Define measurable goals, objectives, activities, timeline, and responsible individuals
- Avoid grandiose statements
- Play “so what?”
- Applications must pay attention to details (text, font, page limit).

Why are there such stringent rules for Grant Apps? Are these designed to weed people out?

Designed to keep everything fair (formatting)

- *There is a need for the rules that come along with the applications.*
- [Get SAMS.gov](http://www.farmers.gov) (makes sure you are in federal compliance).
- [DUNS I.D. number](#)
- *Needs to be an organization*

Reviewer is not a subject matter expert. One suggestion was that you have someone not associated with the project read over the grant application. (That person will likely have similar knowledge to the grant reader).

How to separate yourself from others:

- Be innovative (you don't need to be the first but innovation is helpful)
- Replicability (if it can be repeated then it can affect a broader spectrum)
- Impacts after the grant ends

If they (USDA AMS) receive a large number of grant applications on a certain area they will look into forming some new program.

[AMSTA Grant writing workshop](#)

[USDA Compass Tool gives locations of all of the grants that have been given out by state.](#)

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