



**DEPARTMENT of AGRICULTURE  
and NATURAL RESOURCES**

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**South Dakota Specialty Crop Block Grant Program**

**2023 Request for Proposals**

Key Information	
Amount Available	Anticipated over \$300,000
Applications Due	<b>March 24, 2023, 11:59 PM Central Time</b>
Who Can Apply	Non-Federal stakeholders in the South Dakota specialty crop industry, including State, Local, or Tribal governmental entities, nonprofit organizations, research institutions and institutions of higher education, for-profit businesses, and individual producers.
Proposal Submission Requirements	<ul style="list-style-type: none"><li>• <a href="#">Application Cover Sheet</a></li><li>• <a href="#">Project Profile Template</a> (USDA now requires all applications in <a href="#">Fillable PDF Submitted Electronically Only</a>) including project and budget narratives</li><li>• SAM.gov Unique Entity Identification number (UEI – replacing DUNS number)</li><li>• Completed and signed <a href="#">W-9</a></li></ul>
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# 1. About the Specialty Crop Block Grant Program

## a. Program Purpose

The purpose of the Fiscal Year 2023 South Dakota Specialty Crop Block Grant Program is to enhance the competitiveness of specialty crops produced in South Dakota. This will be accomplished through projects that increase specialty crop consumption, production, purchasing, market access and food safety knowledge and processes, improve pest and disease control and environmental sustainability, contribute to new seed variety development, and expand specialty crop research and development.

## b. Program Background

The United States Department of Agriculture (USDA) Agricultural Marketing Service (AMS) is authorized to grant funds to State departments of agriculture through fiscal year 2023, for the purpose of enhancing the competitiveness specialty crops. Section 10107 of the [Agriculture Improvement Act of 2018](#) (2018 Farm Bill) amended the [public law text](#) to stipulate that state departments of agriculture can enhance the competitiveness of specialty crops:

- “(1) by leveraging efforts to market and promote specialty crops;
- “(2) by assisting producers with research and development relevant to specialty crops;
- “(3) by expanding availability and access to specialty crops;
- “(4) by addressing local, regional, and national challenges confronting specialty crop producers;
- and
- “(5) for such other purposes determined to be appropriate by the Secretary of Agriculture, in consultation with specialty crop stakeholders and relevant State departments of agriculture.”

The South Dakota Department of Agriculture and Natural Resources (SD DANR) is responsible for administering the Specialty Crop Block Grant Program (SCBGP) in South Dakota. In this role, each fiscal year SD DANR applies for Federal grant funds allocated to the State through USDA AMS, solicits project proposals from the South Dakota specialty crop industry, receives approval for a State plan containing selected projects from USDA AMS, and enters three-year project agreements with the selected applicants.

## c. What is a Specialty Crop?

The term ‘specialty crop’ means fruits and vegetables, tree nuts, dried fruits, and horticulture and nursery crops (including floriculture). (7 U.S.C. 1621 note, amended under section 10010 of the Agricultural Act of 2014).

The USDA Agricultural Marketing Service lists common specialty crops here:

<https://www.ams.usda.gov/services/grants/scbgp/specialty-crop>.

## d. SCBG Program Definitions

**Beginning Farmer or Rancher:** an individual or entity that has not operated a farm or ranch for more than 10 years and substantially participates in the operation.

**FY:** The Federal Fiscal Year. This Request for Proposals will award funds for projects for FY2023, covering the project period of performance of September 30, 2023 – September 29, 2026.

**Period of Performance:** The three-year grant term for executing the activities associated with the grant. SD DANR is responsible for a three-year period of performance on the entire state grant allocation and accountable to USDA AMS for successful state program execution. Each subrecipient is accountable to SD DANR for project performance.

**SCBG/SCBGP:** The Specialty Crop Block Grant Program

**SD DANR:** The South Dakota Department of Agriculture and Natural Resources, the State entity responsible for administering the Specialty Crop Block Grant Program in South Dakota.

**Subrecipient:** The eligible entity that applies to the South Dakota Department of Agriculture and Natural Resources for funding to execute a project under the Specialty Crop Block Grant using South Dakota's Federal funding allocation. Subrecipients are responsible for complying with Federal SCBG Terms and Conditions issued by USDA AMS but contract directly with SD DANR for the duration of their project.

**Underserved Farmer or Rancher** is a farmer or rancher who is a member of an Underserved Group. An Underserved Group is a group whose members have been subject to discrimination on the basis of race, color, national origin, age, disability, and, where applicable, sex, marital status, familial status, parental status, religion, sexual orientation, genetic information, political beliefs, reprisal, or because all or a part of an individual's income is derived from any public assistance program.

**USDA AMS:** The United States Department of Agriculture, Agricultural Marketing Service agency. USDA AMS administers the Specialty Crop Block Grant Program, issuing a federal funding opportunity each year that State departments of agriculture respond to in order to obtain their funding allocation to administer the program in their State. USDA AMS enters a grant agreement with SD DANR for each fiscal year Specialty Crop Block Grant Program.

#### e. [Note on Federal Terms and Conditions](#)

**Terms and Conditions:** Effective October 2021, the Agricultural Marketing Service has implemented new [AMS General Terms and Conditions](#) that reflect changes to the Uniform Guidance (2 CFR §200), which the South Dakota Department of Agriculture and Natural Resources and its subrecipients with funded projects are obligated to meet.

**Performance Measures:** Beginning in Fiscal Year 2022, [AMS instituted](#) a new set of [grant program performance measures](#) to evaluate Specialty Crop Block Grant project success. Applicants are **REQUIRED** to select at least one performance outcome and associated measurable indicator as part of their project proposal.

## 2. Available Funding Award Information

### a. [Contingency Statement](#)

The South Dakota Department of Agriculture and Natural Resources requests proposals for projects to enhance the competitiveness of South Dakota specialty crops. This request from SD DANR is made

contingent upon the availability of Federal funds from USDA AMS and the allocation of program funds from USDA AMS to SD DANR as the recipient. Upon such allocation SD DANR will then make available program funding for subrecipient projects in South Dakota.

#### b. Anticipated Funding Available for South Dakota Projects

Pending federal funding, South Dakota estimates over \$300,000 will be available for 2023 projects. Awards in previous years have ranged from \$5,000 - \$105,000. In 2022 DANR awarded five projects at an average of \$78,286.

Project budgets funded under the South Dakota Specialty Crop Block Grant Program are not capped but projects under \$75,000 are given priority. The South Dakota Department of Agriculture and Natural Resources reserves the right to offer subrecipient projects an award amount less than requested in the project proposal.

### 3. Eligible Applicants

This solicitation is open to non-Federal entities located in the state of South Dakota that are active participants or stakeholders in the South Dakota specialty crop industry. Examples of eligible applicants include State, Local, or Tribal governmental entities, nonprofit organizations, research institutions and institutions of higher education.

For-profit businesses and individual producers may apply. However, SD DANR will not fund projects that solely benefit an individual producer, business, or other applicant entity. Additionally, the USDA AMS Terms and Conditions prohibit subrecipient use of awarded funds to compete unfairly with companies that provide equivalent products or services.

### 4. Eligible Project Proposals

Past South Dakota Specialty Crop Block Grant awards can be viewed by year here:

<https://www.ams.usda.gov/services/grants/scbgp/awards>

To view a sample filled out project profile template, see

<https://www.ams.usda.gov/sites/default/files/media/SCBGPSampleStatePlan.pdf>

USDA describes a project as “set of interrelated tasks with a cohesive, distinct, specified, and defined goal. It follows a planned, organized approach over a fixed period of time and within specific limitations (cost, performance/quality, etc.). Additionally, it uses resources that are specifically allocated to the work of the project and usually involves a team of people. Projects are different from other ongoing operations in an organization because, unlike operations, projects have a definitive beginning and end – they have a limited duration.” Applicants who have or currently are performing a project funded through the SCBG will need to ensure any new proposal meets this criterion as a distinct proposed goal and set of activities. Projects proposing to continue past work must describe how they differ from and build on past efforts.

## a. Project Proposal Acceptability

### **Proposals will not be funded if they:**

- Fail to directly address and demonstratively enhance the competitiveness of eligible specialty crops,
- Focus on or primarily benefit ineligible crops, or
- Solely benefit a single producer, organization, or business.

**Outreach and Specialty Crop Benefit:** Projects must enhance the competitiveness of South Dakota specialty crops without exclusively benefitting a single individual, organization, or institution. Subrecipients should incorporate clear outreach plans into their projects to disseminate results for the benefit of the broader South Dakota specialty crop industry.

**Multi-State or Regional Projects:** SD DANR may consider projects that collaborate across state lines or that will benefit the specialty crop industry beyond South Dakota, provided that the project focuses on South Dakota and the primary benefit accrues to the South Dakota specialty crop industry.

### **Examples of Allowable Projects:**

- A non-profit organization requests funds to demonstrate the viability of organic small fruit production and partners with Cooperative Extension to publicize the working model of diversification to other regional growers.
- A single farmer implements food safety practices or models on his/her property to meet food safety requirements and conducts a field day and training services to encourage other small family farmers to adopt the methods.

### **Examples of Unallowable Projects:**

- A company requests grant funds to purchase starter plants or equipment used to plant, cultivate, and grow a specialty crop to make a profit or to expand production of a single business or organization.
- A single specialty crop organization requests grant funds to market its organization so that it can increase its membership.

## b. South Dakota Funding Priorities

South Dakota is prioritizing three of the [USDA AMS Outcomes for the FY23 Specialty Crop Block Grant Program](#) for proposals funded under this solicitation:

1. Increasing Access to Specialty Crops and Expanding Specialty Crop Production and Distribution
2. Increasing Consumption and Consumer Purchasing of Specialty Crops
3. Improve Environmental Sustainability of Specialty Crops

Proposals are welcome for projects working to accomplish any of the seven AMS outcomes below, and SD DANR welcomes projects that target multiple outcomes and indicators. Projects that meet at least one of South Dakota's three priority areas will receive priority. This is the second consecutive year that

South Dakota’s specialty crop industry has indicated to DANR that these three project outcomes should be prioritized.

### c. Outcomes

SD DANR will consider projects that address **AT LEAST ONE** of the USDA AMS Outcomes:

1. Increasing Consumption and Consumer Purchasing of Specialty Crops
2. Increasing Access to Specialty Crops and Expanding Specialty Crop Production and Distribution
3. Increase Food Safety Knowledge and Processes
4. Improve Pest and Disease Control Processes
5. Develop New Seed Varieties and Specialty Crops
6. Expand Specialty Crop Research and Development
7. Improve Environmental Sustainability of Specialty Crops

### d. Indicators

Applicants **MUST** fill out the specific, measurable fields for **AT LEAST ONE** indicator for each outcome selected as part of the [Project Profile Template](#) submitted to SD DANR. Applicants must clearly explain how they will collect data to validate the measures detailed for each selected indicator. Program subrecipients are required to submit this information in [annual performance reports](#) to SD DANR.

For example, if a project selected Outcome 1 from the list above and committed to perform the first associated Indicator in order to verify the project met the Outcome, the submission might look like:

Outcome 1:	Increasing Consumption and Consumer Purchasing of Specialty Crops	<input type="checkbox"/>
Indicator 1.1	Total number of consumers who gained knowledge about specialty crops:	<b>200.</b>
1.1a	Adults	<b>100.</b>
1.1b	Children	<b>100.</b>

*\*Project description of the data collection methods to validate these indicators would follow in the project profile template\**

Please see **Appendix A** for a full list of the Outcomes and Indicators, and find them on the USDA AMS website here: <https://www.ams.usda.gov/sites/default/files/media/SCBGPPerformanceMeasures.pdf>. **All proposals submitted to SD DANR must include Outcome and Indicator selections.**

### e. Panel Review of Applications

Project proposals will be reviewed by an impartial panel of experts. The panel will rank each project according to a set of evaluation criteria and recommend project selections to SD DANR. Criteria for review include project title, summary, purpose, potential impact and beneficiaries, expected measurable outcomes, work plan, budget narrative, oversight and sustainability, and benefit to underserved and beginning farmers.

## 5. Eligible Project Expenses

### a. Direct and Indirect costs

**Direct costs** are costs directly associated with execution of the objectives of the project and which would not be incurred apart from performance of the project. Direct costs are identified specifically with the project award and easily assigned to a specific project with a high degree of accuracy. Direct costs might include supplies, contractual expenses, equipment, and travel directly benefiting the grant-supported project and compensation including salaries and fringe benefits for employees performing the project activities.

**Indirect costs** are [described](#) in the USDA AMS Terms and Conditions as those costs that “represent the expenses of doing business that are not readily-identified with a particular grant, contract, project function or activity, but are necessary for the general operation of the organization and the conduct of activities it performs.” Indirect costs, also known as facilities and administrative costs, might include ongoing operational expenses such as clerical work and administrative staff compensation, general supplies, and building costs like utilities and phone or internet service. Indirect costs are “incurred for a common or joint purpose benefitting more than one cost objective, and not readily assignable to the cost objectives specifically benefitted without effort disproportionate to the results achieved.” (USDA Request for Applications). Proposed project budgets may include indirect costs.

Please note that project budgets cannot propose to pay for an activity as both an indirect and direct cost; each budget item must either be a direct or indirect cost. See [2 CFR § 200.1](#) for definitions and [200.413](#) for more explanation of direct vs. indirect costs.

**Indirect costs are capped at 8% of the proposed project budget.** The State of South Dakota is responsible for ensuring that indirect costs for all subrecipient projects funded under this RFP total less than or equal to a cumulative 8% of the State’s allocation from USDA AMS. USDA stipulates that “State-approved indirect costs in sub-applicant projects may not exceed 8 percent of that project’s budget.” Applicants can calculate indirect costs using the Total Federal Funds Awarded (TFFA) methodology.

### b. Cost-Share

Subrecipients are not required to provide cost-share or matching funds to supplement funds awarded by SD DANR through the Specialty Crop Block Grant Program.

### c. Allowable and Unallowable Costs

Subrecipients should consult the USDA AMS [Terms and Conditions](#) Section 8.2 on pages 9-15 and the [Federal Cost Principles at 2 CFR § 200 Part E](#) for specific guidance on whether various planned costs are allowable for a project funded through the Specialty Crop Block Grant Program. The Terms and Conditions list a wide range of cost examples and explain the circumstances under which AMS may allow or disallow them. **Please consult this list prior to submitting your application to avoid requesting ineligible budget items.**

Project budgets may include funds for the following categories:

- **Personnel:** Employee time and effort to perform planned activities that advance project deliverables of the specific grant-supported project.
- **Fringe Benefits:** Benefits associated with personnel wages.
  - o Note: Salaries and benefits must be incurred under formally established policies of the organization, be consistently applied, be reasonable for the services rendered, and be supported with adequate documentation.
- **Travel:** Costs such as airfare, mileage reimbursement, meals and lodging in performance of approved grant activities and in alignment with formal organizational policy. The allowable travel cost of recipients that do not have formal travel policies and for-profit entities may not exceed those established by the [Federal Travel Regulation](#), issued by [General Services Administration \(GSA\)](#), including the maximum per diem and subsistence rates prescribed in those regulations. If a recipient does not have a formal travel policy, those regulations will be used to determine the amount that may be charged for travel costs
- **Equipment:** Special purpose equipment that costs over \$5,000 per unit and is used only for research, medical, scientific, or other technical activities may be eligible. Purchase of general purpose equipment for uses not limited to specific technical grant activities is not allowed. See page 10 of the AMS Terms and Conditions for more guidance.
- **Supplies:** General materials for your project which cost less than \$5,000 per unit.
- **Contractual:** Procured goods and services performed by an individual who is not an employee paid for by the applicant under Personnel.
- **Other:** Various costs like speaker stipends, meeting room fees, publication and advertising costs may best fit under “Other”.
- **Indirect:** See Subsection E above.

Generally, the Specialty Crop Block Grant Program **will not fund the following expenses:**

- Substituting SCBGP funds to pay for existing efforts or research already funded through other sources (“supplanting”)
- Paying off debt or fines and other penalties
- Capital expenditures for buildings, land, or general purpose equipment not used exclusively for technical project activities
- Alcohol and entertainment
- Fundraising, lobbying, or other political activities
- Promotional and marketing costs that create an unfair competitive advantage for the subrecipient over other members of the specialty crop industry

#### d. [Project Expenditure Reimbursements and Pre-Award Costs](#)

Project costs incurred by subrecipients will be paid as reimbursements by SD DANR. Reimbursement requests should be submitted on a **quarterly** basis throughout the course of the grant and must be accompanied by documentation of the costs incurred and the associated project work done.

Successful proposals may incur project costs within 90 days of entering a signed award agreement with SD DANR. Pre-award costs are only allowable if they would have been allowed during the project period of performance, and all pre-award costs for which the subrecipient wishes to receive reimbursement

must be included in the budget narrative submitted as part of the project proposal and approved by DANR. South Dakota DANR will not reimburse subrecipients for costs incurred prior to the award agreement that are not included in the proposed budget, are not related to the documented objectives and activities of the project, are incurred over 90 days prior to execution of the signed agreement between DANR and the subrecipient (except with prior written approval) or are otherwise unallowable by AMS Terms and Conditions.

## 6. FY23 Program Timeline

### a. Period of Performance

Specialty Crop Block Grant awards from USDA to state departments of agriculture are for three years. The FY23 South Dakota Specialty Crop Block Grant Program Period of Performance is September 30, 2023, through September 29, 2026. Projects selected under this program will have a maximum period of performance of three years from 9/30/23 - 9/29/2026 but may propose a shorter project period if desired.

**Applications are due March 24, 2022.**

### b. Application and Project Performance Timelines

Program Activity	Party	Timeframe
<b><i>Project Solicitation and Selection (2023)</i></b>		
Release of Federal funding opportunity for states	USDA AMS	January 21, 2023
Release of Request for Proposals	South Dakota Department of Agriculture and Natural Resources	February 6, 2023
Questions about the SCBG opportunity received	SD DANR	February-March 2023
DANR Office Hours Q&A Session <a href="#">Click here to join the Office Hours via Microsoft Teams</a> or by dial <a href="#">+1 605-679-7263, 729602574#</a> .	SD DANR	February 16, 2023 2:00 – 3:00 pm CT
Submissions due for FY23 proposals	Subrecipient Applicants	March 24, 2023
Grant Review Process	Expert Review Panel and SD DANR	April 2023
Notification of subrecipients of selection conditional on USDA AMS review	SD DANR	May 2023
South Dakota State Plan submitted to USDA AMS	SD DANR	May 1, 2023
Finalization of State Plan	SD DANR and USDA AMS	May-September 2023
Announcement of FY22 SCBG Projects	USDA AMS	Fall 2023
Announcement of FY22 South Dakota Projects	SD DANR	Fall 2023

Agreements signed between the State of South Dakota and successful applicants	SD DANR, Accepted Subrecipient Applicants	September-October, 2023
<b>Project Performance Period (2023-2026)</b>		
Project Activities Begin	Accepted Subrecipient Applicants	September 30, 2023
Year 1 Annual Performance Reports Due	Subrecipients	November 15, 2024
Site Visits and Monitoring	SD DANR	Any time during the performance period
Year 2 Annual Performance Reports Due	Subrecipients	November 15, 2025
Latest possible project end date	Subrecipients	September 29, 2026
Submission of all final invoices	Subrecipients	October 31, 2026
Year 3 Final Report – Encompasses all project activity	Subrecipients	November 15, 2026

### c. Reporting

Recipients are required to submit an annual performance report to account for their project activities and financial expenditures during that reporting period. Annual performance reports can be found here: [Performance Report Annual Template \(docx\)](#). **Annual performance reports are due November 15.**

Additionally, subrecipients should submit quarterly reimbursement reports to DANR each year at the following intervals:

Quarterly Reimbursement Reporting Period	Reimbursement Due Date
July 1 – September 30	October 31
October 1 – December 31	January 31
January 1 – March 31	April 30
April 1 – June 30	July 31

The reimbursement report and request form, along with application documents, can be accessed at the DANR website here: <https://danr.sd.gov/Conservation/SpecialtyCropBlockGrant/default.aspx>

## 7. Application Submission Requirements

(Resource: [Specialty Crop Block Grant Program Application Checklist](#))

Applications for funding under the South Dakota Specialty Crop Block Grant Program **must include**:

- [Application Cover Sheet](#)
- [Project Profile Template](#) – Includes Project Title, Applicant Organization, Project Narrative including summary and specific problem the project will address, Project Objectives the Applicant wishes to achieve, Project Outcomes and measurable Indicators to evaluate project success, Budget Narrative and Justification
- [W-9 Form](#)
- Optional: Documentation of external partner involvement if desired, e.g., letters of support

Applicants will need:

- Tax ID number or Social Security Number
- SAM.gov Unique Entity Identifier (UEI) – Applicants who are already registered in SAM.gov were automatically assigned a UEI. As of April 4, 2022, the federal government stopped using the DUNS number to uniquely identify entities. Entities doing business with the federal government now use a Unique Entity Identifier created in SAM.gov. If your entity is registered in SAM.gov today, your Unique Entity ID (SAM) has already been assigned and is viewable in SAM.gov. This includes inactive registrations. If you are not registered in SAM.gov, you may either fully register your entity (necessary to apply directly for primary receipt of federal funds) or simply apply for a UEI (sufficient if your organization only seeks subawards). For more information:
  - To receive a SAM.gov UEI, visit <https://sam.gov/content/entity-registration>
  - For a guide on how to view your Unique Entity ID (SAM) click [here](#).
  - “What's the difference between only getting a Unique Entity ID and registering your entity?”  
[https://www.fsd.gov/gsafsd\\_sp?id=kb\\_article\\_view&sysparm\\_article=KB0051214&sys\\_kb\\_id=dd40f4ef1b9641d0937fa64ce54bcb7a&spa=1](https://www.fsd.gov/gsafsd_sp?id=kb_article_view&sysparm_article=KB0051214&sys_kb_id=dd40f4ef1b9641d0937fa64ce54bcb7a&spa=1)
  - U.S. General Services Administration “Unique Entity Identifier Update”:  
<https://www.gsa.gov/about-us/organization/federal-acquisition-service/office-of-systems-management/integrated-award-environment-iae/iae-systems-information-kit/unique-entity-identifier-update>
  - GSA, “What do I need to know about the new Unique Entity ID in SAM.gov?” blog about the updated system: <https://interact.gsa.gov/blog/what-do-i-need-know-about-new-unique-entity-id-samgov>

## Appendix A. Outcomes and Indicators Worksheet

The Specialty Crop Block Grant Program project outcomes and indicators are updated for FY22:  
<https://www.ams.usda.gov/sites/default/files/media/SCBGPPerformanceMeasures.pdf>.

- **Please use this list to select at least one Outcome and at least one Indicator beneath that Outcome for your project. Proposals (See link: Project Profile Template FY22) must include this information when submitted to SD DANR.**

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### **Outcome 1: Increasing Consumption and Consumer Purchasing of Specialty Crops**

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- 1.1** Total number of consumers who gained knowledge about specialty crops \_\_\_\_.
  - 1.1a** Adults \_\_\_\_.
  - 1.1b** Children \_\_\_\_.
- 1.2** Total number of consumers who consumed more specialty crops \_\_\_\_.
  - 1.2a** Adults \_\_\_\_.
  - 1.2b** Children \_\_\_\_.
- 1.3** Number of additional specialty crop customers counted \_\_\_\_.
- 1.4** Number of additional business transactions executed \_\_\_\_.
- 1.5** Increased sales measured in:
  - 1.5a** Dollars \_\_\_\_.
  - 1.5b** Percent change \_\_\_\_.
  - 1.5c** Combination of volume and average price as a result of enhanced marketing activities \_\_\_\_.

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### **Outcome 2: Increasing Access to Specialty Crops and Expanding Specialty Crop Production and Distribution**

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- 2.1** Number of stakeholders that gained technical knowledge about producing, preparing, procuring, and/or accessing specialty crops \_\_\_\_.
- 2.2** Number of stakeholders that reported producing, preparing, procuring, and/or accessing more specialty crops \_\_\_\_.
- 2.3** Total number of market access points for specialty crops developed or expanded \_\_\_\_ . Of those:

**2.3a** Number of new online portals created to sell specialty crops \_\_\_\_.

**2.3b** Number with expanded seasonal availability \_\_\_\_.

**2.3c** Number of existing market access points that expanded specialty crop offerings \_\_\_\_.

**2.3d** Number of new market access points that established specialty crop offerings \_\_\_\_.

**2.4** Number of stakeholders that gained knowledge about more efficient and effective distribution systems \_\_\_\_.

**2.5** Number of stakeholders that adopted best practices or new technologies to improve distribution systems \_\_\_\_.

**2.6** Total number of partnerships established between producers, distributors, and/or other relevant intermediaries related to distribution systems \_\_\_\_\_. Of those established:

**2.6a** Number formalized with written agreements (i.e., MOU's, signed contracts, etc.) \_\_\_\_.

**2.6b** Number of partnerships with underserved organizations \_\_\_\_.

**2.7** Total number of new/improved distribution systems developed \_\_\_\_\_. Of those, the number that:

**2.7a** Stemmed from new partnerships \_\_\_\_.

**2.7b** Increased efficiency \_\_\_\_.

**2.7c** reduced costs \_\_\_\_.

**2.7d** Increased specialty crop grower participation \_\_\_\_.

**2.7e** Expanded customer reach \_\_\_\_.

**2.7f** Increased online presence \_\_\_\_.

**2.8** Number of specialty crop-related jobs:

**2.8a** Created \_\_\_\_.

**2.8b** Maintained \_\_\_\_.

**2.9** Total number of new individuals who went into specialty crop production as a result of marketing \_\_\_\_\_. Of those, the number who are:

**2.9a** Beginning farmers or ranchers \_\_\_\_.

**2.9b** Socially disadvantaged farmers or ranchers \_\_\_\_.

**2.10** Number of market access points that reported increased:

**2.10a** Revenue \_\_\_\_.

**2.10b** Sales \_\_\_\_.

**2.10c** Cost-savings \_\_\_\_.

### Outcome 3: Increase Food Safety Knowledge and Processes

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**3.1** Number of stakeholders that gained knowledge about prevention, detection, control, and/or intervention food safety practices, including relevant regulations (to improve their ability to comply with the Food Safety Modernization Act (FSMA) and/or meet the standards for aligned third party food safety audits such as Harmonized GAP/GHP) \_\_\_\_.

**3.2** Number of stakeholders that:

**3.2a** Established a food safety plan \_\_\_\_.

**3.2b** Revised or updated their food safety plan \_\_\_\_.

**3.3** Number of specialty crop stakeholders who implemented new/improved prevention, detection, control, and intervention practices, tools, or technologies to mitigate food safety risks (to improve their ability to comply with the Food Safety Modernization Act (FSMA) and/or meet the standards for aligned third party food safety audits such as Harmonized GAP/GHP) \_\_\_\_.

**3.4** Number of prevention, detection, control, or intervention practices developed or enhanced to mitigate food safety risks \_\_\_\_.

**3.5** Number of stakeholders that used grant funds to:

**3.5a** Purchase \_\_\_\_.

**3.5b** Upgrade food safety equipment \_\_\_\_.

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### Outcome 4: Improve Pest and Disease Control Processes

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**4.1** Number of stakeholders that gained knowledge about science-based tools to combat pests and diseases \_\_\_\_.

**4.2** Number of stakeholders that adopted pest and disease control best practices, technologies, or innovations \_\_\_\_.

**4.3** Number of stakeholders trained in early detection and rapid response practices to combat pests and diseases \_\_\_\_ . Of those:

**4.3a** the number of additional acres managed using integrated pest management \_\_\_\_.

**4.4** Number of stakeholders that implemented new diagnostic systems, methods, or technologies for analyzing specialty crop pests and diseases \_\_\_\_.

**4.5** Total number of producers/processors that enhanced or maintained pest and disease control practices \_\_\_\_ . Of those, the number that reported:

**4.5a** Reduction in product lost to pest and diseases \_\_\_\_.

**4.5b** Improved crop quality \_\_\_\_.

**4.5c** Reduction in labor costs \_\_\_\_.

**4.5d** Reduction in pesticide use \_\_\_\_.

**4.6** Number of producers/processors improving the efficiency of pest and disease control diagnostics and response testing, as reported by:

**4.6a** Improving speed \_\_\_\_.

**4.6b** Improving reliability \_\_\_\_.

**4.6c** Expanding capability \_\_\_\_.

**4.6d** Increasing testing (i.e., survey work for pests) \_\_\_\_.

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## Outcome 5: Develop New Seed Varieties and Specialty Crops

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**5.1** Number of cultivar and/or variety trials conducted \_\_\_\_\_. Of those:

**5.1a** The number that advanced to further stages of development \_\_\_\_\_.

**5.2** Number of cultivars and/or seed varieties developed \_\_\_\_\_.

**5.3** Number of cultivars and/or seed varieties released \_\_\_\_\_.

**5.4** Number of growers adopting new cultivars and/or varieties \_\_\_\_\_.

**5.5** Number of acres planted with new cultivars and/or varieties \_\_\_\_\_.

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## Outcome 6: Expand Specialty Crop Research and Development

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**6.1** Number of research goals accomplished \_\_\_\_\_.

**6.2** For research conclusions, the number that:

**6.2a** Yielded findings that supported continued research \_\_\_\_\_.

**6.2b** Yielded findings that led to completion of study \_\_\_\_\_.

**6.2c** Yielded findings that allow for implementation of new practice, process, or technology \_\_\_\_\_.

**6.3** Number of industry representatives and other stakeholders who engaged with research results \_\_\_\_\_.

**6.4** Total number of research outputs published to industry publications and/or academic journals \_\_\_\_\_. For each published research output, the:

**6.4a** Number of views/reads of published research/data \_\_\_\_\_.

**6.4b** Number of citations counted \_\_\_\_.

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## **Outcome 7: Improve Environmental Sustainability of Specialty Crops**

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**7.1** Number of stakeholders that gained knowledge about environmental sustainability best practices, tools, or technologies \_\_\_\_.

**7.2** Number of stakeholders reported with an intent to adopt environmental sustainability best practices, tools, or technologies \_\_\_\_.

**7.3** Number of producers that adopted environmental best practices or tools \_\_\_\_.

**7.4** Number of new tools/technologies developed or enhanced to improve sustainability/conservation or other environmental outcomes \_\_\_\_.

**7.5** Number of additional acres managed with sustainable practices, tools, or technologies that focused on:

**7.5a** Water quality/ conservation \_\_\_\_.

**7.5b** Soil health \_\_\_\_.

**7.5c** Biodiversity \_\_\_\_.

**7.5d** Reduction in energy use \_\_\_\_.

**7.5e** Other positive environmental outcomes (optional) \_\_\_\_.

**7.6** Number of additional acres established and maintained for the mutual benefit of pollinators/specialty crops \_\_\_\_.