

Alachua County Small-Producer Agriculture Capital Support Grant (SMAACA Grant)

Per the Board's February 9, 2021 direction, staff have developed a fast deploy, targeted capital grant program for small producers. This framework compliments the County's strategic commitment to Achieving Social and Economic Opportunity for All and the Board's Comprehensive Plan Food System Goals in the Economic Element.

Background

On February 9, 2021, Commissioner Prizzia moved to refer the concept to staff to research if there is any possibility to establish now or for next year a mini grant program. The motion carried 4-0.

This document brings back a pilot project criteria and process to fulfill that Board direction in the FY21 budget year. The criteria and process still align to the County Commission's strategic vision of "Achieving Social and Economic Opportunity for All" and desire to "promote the economic prosperity of all citizens, address economic equity, and diversify the tax base", per Goal 1 of the Economic Element in the Comprehensive Plan.

Grant funding is limited to capital equipment needs of Alachua County residents that have small producer agricultural operations wholly contained within Alachua County. For the purposes of the grant, a small producer (farm) is defined as a commercial operation with an established gross cash income of at least \$1,000¹ but no more than \$250,000² per year from the regular harvest and sale of crop, livestock, or aquaculture products meant for human consumption. Common examples are grain, honey, fruit, vegetable, dairy, and livestock operations.

To qualify, the request for funding must be for capital equipment that will assist the farm in the production, harvesting, cleaning, value-added processes, food safety, pre or post processing of an Alachua County produced farm product meant for human consumption.

To reduce inequity in marginalized communities, this grant will prioritize small-producer operations that are owned by black, women, indigenous, and persons-of-color.

Funds are limited to one award of up to \$5,000 per farm, per Fiscal Year of the County.

The County may issue multiple awards depending upon the availability of funds.

¹ \$1,000 is the minimum income requirement to be classified as a farm as defined by USDA National Agricultural Statistical Service.

² <https://www.usda.gov/media/blog/2010/05/18/small-farms-big-differences#:~:text=USDA%20defines%20a%20small%20farm,are%20commercial%20and%20noncommercial%20farms>. Top end of income to be a small farm by USDA standards.

Criteria

Goal: Promote local food system economic resilience and equity for marginalized communities that will:

1. Assists Alachua County residents.
2. Applicable to Alachua County based small producers (farms, ranches, or other agricultural operations) producing food stuffs for human consumption.
3. Prioritize funding for small producers with annual gross cash income of no more than \$75,000.
4. Prioritize black, women, indigenous, and persons-of-color owned agricultural operations
5. Support the immediate acquisition of capital infrastructure and equipment that will enhance the productive capability and financial expansion of the farm. This grant recognizing that small producers may not have adequate cash flow to acquire capital equipment and then wait for reimbursement by the County. This grant offers an immediate infusion of funds at the point of award by the Board of County Commissioners. This grant is not a cost reimbursement grant.
6. Improve the economic viability of these small producers
7. Increase the resiliency of local food production and expand the production of related value added farm products
8. Achieve Board policies related to economic development: increases economic prosperity, economic equity and diverse tax base

Process

General Scope and Methodology

Applicants will fill out the one page application and submit it to Alachua County's Office of Resilience, Climate Change, and Sustainability. Applications may be submitted by email to SMAACA@alachuacounty.us or by mail or in person to:

Attention: SMAACA Grant
Alachua County's Office of Resilience, Climate Change, and Sustainability
12 SE First Street, 2nd Floor County Manager's Office
Gainesville, FL 32601

The total grant request must not exceed \$5,000. Application solicitation is from June 2021 through 5PM July 30, 2021.

A panel composed of County Staff will score the applications based on the quality of responses per the scoring criteria. The panel's scores will be averaged to a final total project score. A maximum score of 40 points is possible. The panel will prioritize awarding the full amount requested, but if multiple, qualified applications are received with the same average score, partial funding may be suggested to the Board of County Commissioners depending upon the availability of County funds.

These highest ranked proposals will be submitted for Board consideration for award at earliest available meeting.

Outreach

Staff will work with County advisory boards, community representatives, and stakeholders to make the language of who and what the grant is for more plain. In soliciting applications, small producers will be better defined: farmers, growers, bee-keepers, fish-farmers, etc. The outreach will also include examples of permissible but not necessarily limited to equipment and capital investments. Below are some suggested guidance on eligible operations and capital equipment requests. These are examples of and does not meant to limit the eligibility of other operations and capital requests that meet the criteria and goals of this grant.

Examples of Eligible Operations and Related Farm Products

Eligible Food Operations:	Activity / Products:
Mushrooms from owned land or structure	Mushrooms for food or medicine
Cow, Pig, Chicken, Goose, Duck	Meat
Aquaculture, land tanks, on-farm ponds, salt water farms	Cultured fish or shellfish, kelp for human consumption
Nurseries, greenhouses	Vegetable, fruit, berry, other food crops or plants
Honeybees	Honey and honeycomb

Examples of Eligible Capital Equipment

Eligible Capital Infrastructure or Equipment:	Activity / Products:
Exterior Infrastructure	Fencing, Buildings, Greenhouse, and Storage Facilities, Signage, Temporary-Portable Covering (Tent Systems), Utility Connections and Expansion
Interior Capital Equipment	Point of Sale Systems, Display and Rack Systems, Refrigeration, Freezer, Food Processing Equipment, Sanitization Equipment, Packing/Sorting Equipment, Cooking Equipment,
Exterior Capital Equipment	Farm Equipment, Irrigation Systems, Lighting, Tractors, Harvesters

Examples of Not Eligible Operations and Related Products

Not eligible / Not a farm:	Activity / Products:
Horse breeding that is land-based with pasture and hay production	Sale of horses
Turf, nurseries, greenhouse, trees	Ornamental landscape products, Christmas trees
Composting company (not part of a farming operation)	Production and sale of compost, vermicompost, worms
Landscaping company	Installation or maintenance of plants
Horse stable	Training, boarding, lessons
Suppliers of animals or organisms to pet stores or pet owners	Ornamental fish, sea animals, coral
Fisheries	Wild-caught, marine or fresh water
Woodlot (not part of a farming operation)	Biochar, pulpwood, firewood

Scoring Criteria

- **Location Priority:** Funds are limited to Alachua County residents with small-scale agriculture operations within Alachua County. No points are associated with this priority. Projects may be within municipalities or in unincorporated Alachua County. Applications for funding outside of Alachua County will not be considered.
- **Economic Priority:** Priority will be given to applications of small producers with annual gross cash incomes between \$1,000 and \$75,000. Award 10 points for annual gross cash incomes between \$1,000 and \$75,000. Award 5 points for annual gross cash income between \$75,001 and \$150,000. Award 2 points for annual gross cash income between \$150,001 and \$250,000.
- **Equity Priority:** Priority consideration will be given to applications of small producers that are owned and operated by black, women, indigenous, and or persons-of-color. Award 10 points for small producers that are owned and operated by black, women, indigenous persons, and or persons-of-color.
- **Viability Priority:** Priority will be given to applications for capital equipment that demonstrates an enhancement, cost avoidance, or savings of the economic productivity of the small producer's operation. A maximum of 20 points may be awarded for projects that define the specific equipment needed, cost, how it will be utilized, and economic return to the operations. See below for specific questions to be answered.

Three Primary Questions to be Answered under the Viability Priority:

1. How will the grant maximize or contribute to the farm's overall business plan and grow the farms profitability or avoid costs?

Example farmer response: These funds will help our farm package, sell, and distribute our blueberry crop to local restaurants. We estimate that these funds will allow us to box and wholesale 500 lbs. of organic blue berries.

Example rancher response: We will use this grant to help our ranch secure our herd by repairing and adding fencing, gates, and posts. We are unable to move our cattle because of the inconvenient availability of slaughter facilities for small ranchers. We will need to hold them longer till the market turns around.

2. What are the estimated financial returns?

Example farmer response: 500 lbs. of wholesale organic blue berries is estimated to generate an additional \$1,045 per growing season for our farm.

Example rancher response: If we are able to securely hold our 30 head of cattle, we can wait till market conditions improve and send the herd to slaughter at the best time to make a profit. Without these grant funds, we would have to sell our herd at a loss of \$15,000 when the market is low. If we can hold them, our ranch estimates

to make \$15,000 when the market rebounds.

3. What specifically will be purchased with the grant funds?

Example farmer response: The grant funds will be used to purchase a \$300 sanitation station, with a \$250 three-basin sink plumbed to sanitary sewer, and for \$500 boxing, and labeling equipment.

Example rancher response: These grant funds will purchase 3,960 Lf of barbed wire at \$330, \$500 in replacement fence posts, and \$2,000 in metal gating.

Award and Reporting

To expedite the disbursement of funds, grant awards are distributed via purchase orders.

Awardees must expend their funds for authorized uses with 120 days of receipt and must agree to send receipts of purchase and pictures of the equipment/capital investment in place and in operation.

Source of Funds

Economic Development 001.17.1770.552.82.53. Suggesting a pilot project in FY21 soliciting applications and awarding up to two, \$5,000 grants.

Draft Application Alachua County Small-Producer Agriculture Capital Support Grant

Name of Applicant:	
Email:	
Phone Number:	
Address of Farm/Small Producer Operation	
Total Funding Requested:	
<p>My operation's total Gross Cash Income per year is between \$1,000 and \$250,000 (yes / no)</p> <p>AND (Please select one below)</p> <p><input type="checkbox"/> Between \$1,000 and \$75,000.</p> <p><input type="checkbox"/> Between \$75,001 and \$150,000.</p> <p><input type="checkbox"/> Between \$150,001 and \$250,000.</p>	
<p>The owner and operator of the farm/small producer operation is a black, women, indigenous, and or persons-of-color. (yes / no)</p>	
<p>If awarded the funding will only be used to purchase equipment or other capital investments that enhance the economic productivity of my operation. (yes / no)</p>	
<p>Explain what equipment is needed, its cost, how it will be utilized, and economic return to your operations.</p> <p>Please attach your Farm Plan if available.</p>	<p>Attach additional pages if needed.</p>
<p><input type="checkbox"/> I certify that I am an Alachua County resident and that all information in this grant application are true and correct. I understand that any errors, misrepresentations or omissions in this application may result in the application not being considered, points reduced, or if discovered after award, that the grant funds may be reimbursed to Alachua County.</p>	