

# Application for the Alachua County Small Farmer Grant

Grant Due 5 PM June 28, 2024

Name of Applicant:	Innova Farm LLC
Email:	sales@innova-farm.com
Phone Number:	(352) 219-1452
Address of Farm/Small Producer Operation. <b>Please include the parcel number.</b>	1805 SW 131 <sup>st</sup> Street, Newberry, FL 32669 Geo ID: 04416-004-011
Total Funding Requested (request may not exceed \$5,000):	\$4998.44
My operation's total Gross Cash Income per year is between \$1,000 and \$250,000 (yes / no) <b><u>YES</u></b>  <b>AND (Please select one below)</b> <b><u>Between \$1,000 and \$75,000.</u></b>  Between \$75,001 and \$150,000.  Between \$150,001 and \$250,000.	
The owner and operator of the farm has not received the Small Farmer Grant in the past two years (yes / no) <b><u>YES</u></b>	
The owner and operator of the farm/small producer operation is a black, women, indigenous, and or persons-of-color. (yes / no) <b><u>YES – woman-owned</u></b>	
The owner and operator of the farm is a first-time applicant OR has not received a Small Farmer Grant award in the past two years. (yes/no) <b><u>YES</u></b>	
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) <b><u>YES</u></b>	

Explain what equipment is needed, its cost, how it will be utilized, and economic return to your operations.

If you have taken the Extension Office's Agricultural Entrepreneurial Series, please attach your Farm Plan. (5 bonus points)

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

**Crop Protection/Biosecurity-** protected cultivated area is increased 150% with increased effectiveness of the crop protection by improving current fencing and purchasing/installing additional fencing. Efforts during previous growing seasons have resulted in total crop failure due to deer damage to cash crops and cover crops. This will allow for increased production capacity (increased revenue capacity, decreased seed costs), improved effectiveness and rate of soil quality improvements through cover cropping (reduced input costs, soil erosion, and cover crop seed costs), and improved biosecurity by preventing animal intrusion of cultivation areas.

**Season Extension-** purchasing and installing shade cloth and support structures will allow for extension of the growing season during periods of extreme heat. We currently have one shade cloth (20ft x 120ft) that we have used in past summer seasons and have had success growing lettuces and carrots using this technique. This will increase profitability by allowing production during favorable market conditions (i.e. lower competition, higher consumer price acceptance) and increase our overall annual production capacity.

**Irrigation-** low cost and modular irrigation is purchased and used to cultivate larger areas and improve yields. Movable wobbler sprinkler strings are utilized to augment natural precipitation when required and help cool crops during periods of extreme heat.

**Cold Storage-** a custom cold storage enclosure is constructed using foam board insulation panels, CoolBot retrofit controller, and wall mounted air conditioner. These types of systems have been aiding small producers for years by providing energy efficient refrigerated spaces at significantly lower costs than commercially available systems. This grant allows us to increase our cold storage capacity from 12 ft<sup>3</sup> to 256 ft<sup>3</sup>. This translates to roughly a 20x crop storage capacity increase (~2500 lbs). This allows us to improve our distribution and reduce waste from spoilage when crop production exceeds immediate sales and storage capacity.

**2. What are the estimated financial returns?**

Our farm plan is to generate revenue through a mix of cash crop and value-added products sales. Innova

Farm has been supplying the local community with fresh produce and value-added products since 2021. Market studies and business development have been ongoing through direct sales at the Haile Farmer's Market, engagement with local restaurants, and participation in the Farm2Food accelerator and Florida Farm to School events. Innova Farm has created value-added products which include Pizzelles (traditional Italian waffle cookie), Falafel (Mediterranean chickpea fritter), and packaged Kale/Broccoli chips.

Crop planting and timing are coordinated to maximize profitability based on local market seasonality and supply demands for our value-added products.

Financial projections are based on actual sales and production data.

**Cash crop production**

Cash crop revenue is projected to increase 4x due to the capital improvements through this grant expanding production duration and area. Revenue potential for cash crop production and sales is increased to **\$60k** (wholesale pricing), **\$120K** (retail/direct to consumer pricing). Additional land is available for continued expansion.

**Value added products**

Utilizing ingredients produced on the farm provides improved margins through vertical integration, and competitive advantage through specialized cultivar development. Gross revenue potential based on increased production capacity and sales data is increased to **\$288K**.

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

**Season Extension: (\$1442)**

- Shade cloth
- Posts
- Stainless cable
- Attachment Hardware

**Cold Storage: (\$1730)**

- CoolBot
- Board Insulation
- AC unit

**Irrigation: (\$330)**

- Wobbler sprinklers with risers, main lines, and pressure regulators

	<p align="center"><b>Crop Protection/Biosecurity: (\$1104)</b></p> <ul style="list-style-type: none"> <li>• Fencing</li> <li>• Posts</li> </ul>
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**X**

I certify that I am an Alachua County resident, have an agricultural exemption, and that all information in this grant application is 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 the award, that the grant funds may be reimbursed to Alachua County.

**Budget Justification:**

		Vendor	Unit Price	Quantity	Cost
<b>Season Extension</b>	Shade cloth	Farmers Friend	\$ 509.00	2 \$	1,018.00
	Posts	Home Depot	\$ 26.18	6 \$	157.08
	Stainless Cable 1/4" 350ft	Amazon	\$ 180.00	1 \$	180.00
	Ubolts	Amazon	\$ 14.00	2 \$	28.00
	Fabric Clips (set of 50 per package)	Farmers Friend	\$ 29.50	2 \$	59.00
<b>Cold Storage</b>	CoolBot	Coolbot	\$ 420.00	1 \$	420.00
	Insulation Material (blue foam)	White Cap Supplies	\$ 64.99	14 \$	909.86
	AC Unit	Amazon	\$ 400.00	1 \$	400.00
<b>Irrigation</b>	Irrigation	Irrigation King	\$ 164.82	2 \$	329.64
<b>Crop Protection/Biosecurity</b>	Fencing material	Tractor Supply	\$ 200.00	2 \$	400.00
	Posts	Home Depot	\$ 16.38	47 \$	769.86
	subtotal				\$ 4,671.44
	tax				\$ 327.00
	<b>total w/ tax</b>				<b>\$ 4,998.44</b>





THE DIVISION OF FOOD, NUTRITION AND WELLNESS  
**CERTIFICATE OF COMPLETION**

Presented to:

***Erica MacArthur***

signifying completion of training on the

**BRINGING THE FARM TO SCHOOL:  
AGRICULTURAL PRODUCERS'  
TOOLKIT**

Presented on April 17, 2024

  
Project Manager and Facilitator



PRESENTS THIS

**CERTIFICATE OF COMPLETION**

TO

**Erica MacArthur**

**for participation in and the successful completion of the  
Farm2Food Accelerator - 2022 Florida Program**

March 31<sup>st</sup>, 2022



Dr. Wanda Eugene  
Director  
Collaboratory for Inclusive Entrepreneurship

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