2025 FEDERAL SPECIALTY CROP BLOCK GRANT PROGRAM

Request for Full Proposals

Released: November 9, 2024

Full Proposals Due:

No later than 5:00 p.m. on December 13, 2024. No late submissions will be accepted

Interested applicants must submit a complete electronic Full proposal and grant application using the Department of Community and Economic Development's Electronic Single Application ("ESA") website, at: https://www.esa.dced.state.pa.us

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About the Program

Purpose

The Pennsylvania Department of Agriculture (PDA) is pleased to announce a competitive solicitation process to award 2025 Federal Specialty Crop Block Grant Program (SCBGP) funds for projects that enhance the competitiveness of specialty crops. Specialty crops are defined as fruits and vegetables, dried fruit, tree nuts, horticulture, and nursery crops, including floriculture. Please visit USDA's web site at http://www.ams.usda.gov/services/grants/scbgp to view a comprehensive list of eligible specialty crops, ineligible commodities, and examples of projects that enhance the competitiveness of specialty crops under the SCBGP.

Funding and Duration

PDA anticipates that approximately \$1 million will be awarded to projects enhancing the competitiveness of Pennsylvania specialty crops. A maximum grant award does not exist and neither PDA nor the SCBGP requires a cost sharing or matching requirement. During the FY 2023 and 2024 funding cycles, the average amount of funding, per award, totaled \$85,385.22 and \$91,575.80, respectively. All projects are subject to the availability of funds. Grant funds cannot be expended before September 30, 2025, or after September 29, 2028. PDA reserves the right to offer an award amount less than the amount requested.

Eligibility Requirements

Projects must enhance the competitiveness of U.S. or U.S. territory-grown specialty crops in either domestic or foreign markets. Each project must identify at least one expected measurable outcome and indicator that specifically demonstrates the project's impact in enhancing the competitiveness of eligible specialty crops. Funds will not be awarded for projects that benefit a particular commercial product or provide a profit to a single organization, institution, or individual. In addition, grant funds cannot be used to compete unfairly with private companies that provide equivalent products or services. Single organizations, institutions, and individuals are encouraged to participate as project partners. Proposals should be initiated by organizations, industry groups, or academic institutions, or should involve collaboration or partnerships between producers, industry groups, academics, or other organizations. Applicants may cooperate with any public or private organization or two or more individuals or organizations may propose a joint project. Applicants should describe how the project potentially affects and produces measurable outcomes for the specialty crop industry and/or the public rather than a single organization, institution, or individual. Multi-state projects are allowed but should provide solutions to problems that cross state boundaries. Multi-state partnership proposals must explain the impact the projects will have on a multi-state or national level.

Solicitation Process and Timeline

Competitive Grant Application Review Process

PDA's competitive solicitation process will be divided into two phases: Phase I, Full Proposal and Phase II, Final Grant Proposal. Full Proposal instructions are listed below. Projects with the highest combined scores will be invited to complete a Final Grant Proposal. All applicants will be notified of their grant application status, and whether they have been selected to complete the Phase II, Final Grant Proposal application. All Final Proposals must fully describe the project's purpose, objectives, beneficiaries, external support, measurable outcomes, indicators, data collection, budget narrative, oversight, and commitment. An applicant's failure to meet eligibility criterion by the application deadline may result in PDA's rejection of the award prior to or after the application review.

Phase I, Full Proposal

In Phase I, interested, eligible non-profit organizations, local, state, and federal government entities, for-profit organizations, producer groups, and colleges or universities must submit Full Proposals. Full Proposals must be submitted by **5:00 p.m. on December 13, 2024,** and must describe the project in a clear, concise manner and be responsive to the categories identified in the Full Proposal.

Once the Full Proposals have been collected by PDA and the submission deadline has expired, PDA will determine whether the submitted Full Proposals meet SCBG Program grant eligibility requirements and will assess all applicants' past grant performances (if any). A SCBG Program Field Review Panel will then be formed, which will likely be comprised of representatives from public agencies and non-profit entities with an interest and expertise in specialty crop food and agricultural systems. The panel will rank proposals against the evaluation criteria and questions listed on the Technical Evaluation Criteria Score Sheet. Depending on the nature of the Full Proposals, the panel may seek additional peer review for more specialized proposals.

Phase II, Final Grant Proposal

The panel will make recommendations as to which applicants should be invited to submit a Phase II, Final Grant Proposal. The panel will ultimately decide which projects will be invited to Phase II.

Full Proposal Submission Instructions

Interested applicants must apply by completing the Full Proposal application by using the Department of Community and Economic Development's Electronic Single Application ("ESA") website, at: https://www.esa.dced.state.pa.us.

Full Proposals must be submitted on or before **5:00 p.m. on December 13, 2024.** Questions regarding this grant and/or the competitive solicitation process should be directed to PDA at 717-772-5207 or lastackhou@pa.gov.

Phase I: Full Proposal		
Release Request for Full Proposals	November 2024	
Full Proposals Due	5:00 p.m. on December 13, 2024	
Phase II: Final Grant Proposal (by invitation only)		
Invitation to Submit Final Proposals	January 1, 2025	
Final Proposals Due to PDA	March 1, 2025	
Award		
Announcement of Award Funding	September 1, 2025	

Funding Areas

Funding areas are intended to clearly define the SCBG Program priorities and help prospective applicants to both develop their projects and submit their projects in the most appropriate category.

In practice, Full Proposals might seem to address elements from multiple funding areas. However, applicants must select one of the areas listed in the Full Proposal.

Full Proposals should:

- Demonstrate a high likelihood of success.
- Describe the specialty crop grower benefit and grower connection to the project.
- Be scalable to the larger community.
- Demonstrate industry need and support.
- Illustrate a sustainable funding source beyond the life of the proposed grant; and
- Include an outreach component addressing how project results, research findings, and conclusions will be extended to specialty crop growers.

Funding Areas:

- Agriculture Education and Outreach
- Nutrition Education and Consumption
- Environmental Crop Research/Conservation
- Enhancement of Food Safety/Food Security
- Plant Pest and Disease Control
- Trade Enhancements/Innovations
- Good Agricultural Practices
- Good Handling Practices
- Good Manufacturing Practices
- Organic and Sustainable Production Practices

Expected Measurable Outcomes and Indicators

(Updated In 2022, per AMS performance measures)

Each project submitted must include at least one of the seven outcomes listed below and at least one of the indicators listed underneath the selected outcome(s). If there are multiple sub-indicators under the selected indicator, select at least one.

Applicants must clearly explain how they will collect the required data to report on the outcome(s) and indicator(s). The progress of each indicator must be reported in the Annual Performance Report and the result in the Final Performance Report.

PDA will review the quality of the information received in subsequent performance reports and modify the outcomes and indicators as needed over time to lead to better results in showing the impact of the SCBG Program.

Outcome Measures and Indicators:

The grant program outcomes and performance measures outlined below reflect direct stakeholder feedback and provide a framework that allows grant recipients to evaluate project activities more accurately in relation to each program's statutory purpose.

For recipients, the measures are:

1.5a Dollars .

- Providing short- and long-term impact indicators.
- More accurately reflecting grant recipients' accomplishments.
- Reducing burden on grant applicants and recipients.
- Improving AMS' ability to report on the impact of its grant programs.
- Standardizing measures across programs where appropriate.

OUTCOME 1: Increasing Consumption and Consumer Purchasing of Specialty Crops

Indicators: 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:

	1.5b Percent change1.5c Combination of volume and average price as a result of enhanced marketing activities
	UTCOME 2: Increasing Access to Specialty Crops and Expanding Specialty op Production and Distribution
In	dicators: 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 specialtycrops
	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
etc.)	 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, 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 Increased online presence2.8 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: Increasing Food Safety Knowledge and Processes
Indicators: 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 plan3.2b 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 to mitigate food safety risks
3.5 Number of stakeholders that used grant funds to:3.5a Purchase3.5b Upgrade food safety equipment
OUTCOME 4: Improve Pest and Disease Control Processes
Indicators: 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 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)
OUTCOME 5: Develop New Seed Varieties and Specialty Crops
Indicators: 5.1 Number of cultivar and/or variety trails 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
OUTCOME 6: Expand Specialty Crop Research and Development
Indicators: 6.1 Number of research foals accomplished
 6.2 For research conclusions, the number that: 6.2a Yielding findings that supported continues research 6.2b Yielding 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 results6.4 Total number of research outputs published to industry publications and/or academic journals

6.4a Number of views/reads of published research/data6.4b Number of citations counted
OUTCOME 7: Improve Environmental Sustainability of Specialty Crops
Indicators: 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

Full Proposal Questions, Scoring, and Review Criteria

Applicants must respond to the following questions in the Full Proposal. Failure to fully complete the Full Proposal will result in disqualification.

Organization/Business Type (not a scored question):

Select the organization type that best describes the applicant.

Organization/Business Name (not a scored question):

Legal name of the organization that will be the lead applicant, serve as lead for the project, and will receive grant funds.

Address, Phone Number, and Email Address (not a scored question):

Enter the organization's mailing address, phone number, and email address.

UEI Number (not a scored question):

Subrecipient must maintain current full registration that permits their entity registration to appear in a public search in the System for Award Management or SAM (www.SAM.gov) at all times during which they have active federal awards funded pursuant to this agreement. A Unique Entity Identifier (UEI) is issued upon registration in www.SAM.gov.

Federal Tax ID Number (not a scored question):

Enter the applicant's Federal Tax Identification Number.

Project Title (not a scored question):

Concisely describe the project in 15 words or less.

Requested Grant Amount (not a scored question):

Enter the total amount of SCBG Program funds requested for the project. The number must match the amount listed in the Projected Budget.

Project Coordinator, Phone Number, and Email (not a scored question):

Name of the individual overseeing the project and provide his/her phone number and email.

Has the Organization Previously Received Grant Funds through the Pennsylvania Department of Agriculture (not a scored question)?

Answer yes or no.

Has the Organization Previously Received Federal or State Specialty Crop Block Grant Program Funds (not a scored question)?

Answer yes or no.

Beginning or Socially Disadvantaged Farmer or Rancher (not a scored question)?

Indicate whether the applicant is a Beginning Farmer or Rancher or a Socially Disadvantaged Farmer or Rancher. A Beginning Farmer or Rancher means an individual or entity that has not operated a farm or ranch for more than ten (10) years and substantially participates in the operation. A Socially Disadvantaged Farmer or Rancher means a farmer or rancher who is a member of a Socially Disadvantaged

Group. A Socially Disadvantaged 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.

Funding Area (not a scored question):

Select the most appropriate funding area for the project. Failure to select a funding area will result in disqualification.

Project Purpose (25 points):

In two or three paragraphs, identify the specific and existing issue, problem, or need the project will address, and explain why the proposal is important and timely for the specialty crop industry. If the project builds upon a prior-year project, describe how the project differs from, complements, or builds upon the previous work.

Scoring Criteria: Scoring will be based on how clearly the proposal states the specific issue, problem, or need the project will address, the timeliness and relevance to the specialty crop industry, if it will provide a direct benefit to the specialty crop industry, and if the approach is rational and sound.

Duration of Project (not a scored question):

All projects will begin no earlier than September 30, 2025, and end no later than September 29, 2028.

Expected Measurable Outcomes (15 points):

Proposals must result in at least one of the seven outcomes as predetermined by USDA. Identify the outcome measure the project will achieve and the indicator of success for the outcome. Outcomes are measurable changes in behavior or conditions that reflect a positive impact to the specialty crop industry. Only one outcome and indicator are required.

Scoring Criteria: Scoring will be based on the outcome selected and the project's likelihood of success and relevance to the specialty crop industry.

External Letters of Support (10 points):

Letter(s) of support and/or participation from industry. Letters of support are limited to five (5); these are not included in the full proposal 24-page limit. Letters of support must be sent as a **PDF**.

Expected Measurable Outcomes (10 points):

Provide one indicator for your selected outcome and the related quantifiable results.

Scoring Criteria: Scoring will be based on the predetermined indicator listed under the outcome identified, and the quantifiable results written for the indictor selected.

Data Collection (25 points):

Using the space provided in the Full Proposal application, explain how the data will be collected and how the project will accomplish the outcomes measure and indicator selected.

Scoring Criteria: Scoring will be based up on how the data will be collected and how well the project will accomplish the outcome and indicator selected.

Projected Budget (15 points):

Complete the budget template. All budget items should enhance the competitiveness of specialty crops and correlate to the purpose of the project.

Complete each budget category by entering the amount of grant funds budgeted for each category. The budget template includes limited space to provide a brief description of the costs or activities associated with each budget category. Failure to complete the required budget template may result in disqualification.

If applicable, under Cash Match and In-Kind Match, enter the total amount of matching funds and/or in-kind contributions committed to this project from other sources. Under the Total column and row, enter the sum of funds requested, plus match.

Please note that matching funds are not a requirement of the SCBG Program. However, matching funds are encouraged and may serve as evidence to demonstrate industry commitment to, or support for, the project.

Scoring Criteria: Scoring will be based on the extent to which the budget is reasonable and consistent with the project's purpose, outcome, and indicator. Are matching funds or in-kind contributions anticipated? Is it feasible that the proposed work can be accomplished given the proposed budget?

Personnel: Estimate the salary and wage costs for individuals employed by the applicant organization that will receive grant funding. Salary and wage costs for individuals, not employed by the applicant organization, must be listed under Contractual.

Fringe Benefits: Estimate the total fringe benefit costs for the project participants. Fringe benefit costs for individuals, not employed by the applicant organization, must be listed under Contractual.

Travel: Calculate the costs for the travel by taking into account destinations, number of trips, days traveling, transportation costs, estimated mileage rate, and estimated lodging and meal costs. Travel costs for individuals not employed by the applicant organization must be listed under Contractual.

Special Purpose Equipment: Estimate the costs for any special purpose equipment to be purchased. Special purpose equipment is an article of nonexpendable, tangible personal property having a useful life of more than one year and an acquisition cost which equals or exceeds \$5,000 to be used only for research, scientific, or other technical activities. Within the description column, indicate the type of special purpose equipment to be purchased.

Special purpose equipment is allowable, with prior approval for acquisition costs and rental costs, provided the following criterion is met:

- 1. Necessary for the research, scientific, or other technical activities of the grant award.
- Not otherwise reasonably available and accessible.
- 3. The type of equipment is normally charged as a direct cost by the organization.
- 4. Acquired in accordance with organizational practices.
- 5. Must only be used to enhance the competitiveness of specialty crops.
- 6. More than one single commercial organization, commercial product, or individual must benefit from the use of the equipment.
- 7. Must not use special purpose equipment acquired with grant funds to provide services for a fee to compete unfairly with private companies that provide equivalent services; and
- 8. Equipment is subject to the full range of acquisition, use, management, and disposition requirements under 2 CFR 200.313 as applicable.

Prior written approval for allowable costs, that were not included in the approved project and/or the latest budget, include rental of land, special purpose equipment, organization costs, and rearrangement and reconversion costs. If a request is made, it must include the following:

- 1. A description of and justification for the cost including how it furthers the objectives of the project; and
- 2. If applicable, a comparison between the most recent budget and the proposed budget as well as an updated budget narrative of the affected cost categories.

If purchasing or renting equipment, identify the item and its value. Capital expenditures for general purpose equipment, buildings, and land are unallowable. If the cost per unit is under \$5,000, then include this item(s) under Supplies.

Supplies: Estimate the costs for supplies to be purchased. Supplies are items with an acquisition cost of less than \$5,000 per unit that are used exclusively for the objectives of the project. Within the description column, provide a brief explanation of the types of supplies needed for the project. General use office supplies (paper, printer ink, pens, et cetera) are considered indirect costs under the SCBG Program.

Contractual: Estimate the costs for any work on the project that will be performed by individuals not employed by the applicant organization (consultants, contractors, partner organizations, et cetera).

Other: Estimate all other costs such as conferences or meetings, speaker/trainer fees, publication costs, data collection, and other budgeted costs associated with the project.

Indirect Costs: Indirect costs cannot exceed eight percent (8%) of the project's direct cost. Indirect costs 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.

Program Income: Estimate the amount of income (if any) that may be generated by a supported activity or earned as a result of the award. Within the description column, explain how program income may be generated. Program income cannot be used as profit for an organization and must be reinvested back into the project.

Total number of points in the Full Proposal: 100.

Requirements and Limitations

Federal Cost Principles

Federal cost principles are regulations based on organization type used to determine allowable costs and ensure consistent treatment of costs. Applicants are responsible for identifying the federal cost principles appropriate to their organization and consistent application of cost principles to the SCBG Program grant funds. They are used to ensure contractors or consultants comply with federal cost principal requirements.

- State, local or Indian tribal governments, non-profit organizations, colleges and universities will be subject to 2 CFR 200.
- For-profit organizations will be subject to 48 CFR Subpart 31.2.

Indirect Costs

The maximum indirect cost rate is eight percent (8%) of project's direct cost.

Applicants are responsible for presenting costs incurred for the same purpose in like circumstances consistently and must not include costs associated with an established indirect cost rate agreement as direct costs. In addition, applicants cannot allocate a cost as a direct cost if it is also incurred as an indirect cost for the same purpose and vice versa.

Direct costs are costs that can be identified specifically with a particular award, project, program, service, or other organizational activity or that can be directly assigned to such an activity relatively easily with a high degree of accuracy. Typically, direct costs include, but are not limited to, compensation of employees who work directly on the award to include salaries and fringe benefits, travel that is necessary for the project, and equipment and supplies used for the project to enhance the competitiveness of specialty crops.

Indirect costs (also known as "facilities and administrative costs") are costs incurred for common or joint objectives that cannot be identified specifically with a particular project, program, or organizational activity. Below are typical indirect costs for specific types of organizations. The salaries of administrative and clerical staff should normally be treated as indirect costs. Direct charging of these costs may be appropriate where all of the following conditions are met:

- Administrative or clerical services are integral to a project or activity.
- Individuals involved can be specifically identified with the project or activity.
- Such costs are explicitly included in the budget or have the prior written approval
 of the federal awarding agency; and
- The costs are not also recovered as indirect costs.

The following are considered indirect and should not be included in the Projected Budget as direct costs:

- Information Technology services.
- Rent.
- Utilities and internet service.
- Telephone service (mobile and landline).
- General office supplies; and
- Insurance.

Disqualifications

The following will result in the disqualification of a project proposal:

- Incomplete proposals, including proposals with one or more unanswered question and/or missing, blank, unreadable, corrupt, or otherwise unusable attachments.
- Proposals that include activities outside the grant duration; and
- Proposals with unallowable costs or activities necessary to complete the project.

Review and Notification

Review Criteria

PDA's intent is to fund projects that can produce the highest degree of measurable benefits to Pennsylvania specialty crop producers in relation to each dollar spent. Applicants' Full Proposals will be evaluated on the criteria set forth in the Full Proposal Questions, Scoring, and Review Criteria section of this document.

Review Process

PDA will conduct two levels of review during the Full Proposal process. The first level is an administrative review to determine whether Full Proposal requirements are met and will assess applicants' past PDA grant performances (if any). The second level is a technical review to evaluate the merits of the Full Proposals. The PDA SCBG Program Field Review Panel will perform the technical review. This panel is comprised of a collective representation of growers and industry personnel from public agencies and non-profit entities with an interest and expertise in specialty crop food and agricultural systems. The panel will rank proposals against the evaluation criteria and questions listed on the Technical Evaluation Criteria Score Sheet.

Notification and Feedback

Projects that are disqualified utilizing the criteria above and those not invited to Phase II will be notified. Successful applicants will be invited to Phase II and will receive instructions for submitting a Final Grant Proposal. Applicants not invited to participate in Phase II may contact PDA and request feedback on their Full Proposals.

Assistance and Questions

Questions regarding this grant and/or the competitive solicitation process should be directed to PDA at 717-772-5207 or lastackhou@pa.gov.