

FARMERS MARKET PROMOTION PROGRAM AND LOCAL FOOD PROMOTION PROGRAM

2	2025 Turnkey RECRUITMENT AND TRAINI	NG PROJECT NARRATIVE FORM AND INSTRUCTIONS
con Tho	s form is <u>mandatory</u> for all Turnkey Recruitment and Training of the Farmers Market Promotion Program (FMPP) as the soughly review the applicable FMPP or LFPP Request for Apployerted to PDF and attached to the application package within	nd Local Food Promotion Program (LFPP) Narrative Form. ications (RFA) before completing this form. This form must be
1.	Applicant Organization Must match box 8 of the SF-424.	
	Name:	
	Email:	
	Phone:	
	Mailing Address:	
2.	Authorized Organization Representative (AOR) This person is responsible for signing any documentation sho	ould the grant be awarded. Must match box 21 of the SF-424.
	Name:	
	Email:	
	Phone:	
	Mailing Address: ☐ Check if same as above	
3.	Project Coordinator or Director (PC/PD) This connect he the same person listed as the ACR	
	This cannot be the same person listed as the AOR. Name:	
	Email:	
	Phone:	
	Mailing Address: ☐ Check if same as above	
4.	Applicant Entity Type Select each applicable entity type as defined in Section 2.1 of Farmers Market Authority, you must provide the regulatory	
	☐ Agricultural Business or Cooperatives	\square Public Benefit Corporation
	☐ Community Supported Agriculture (CSA)	☐ Regional Farmers Market Authority
	Network or Association	☐ State Agency Regional Farmers Market
	☐ Economic Development Corporation	Authority (Indicate Regulation Below):
	☐ Food Council	
	☐ Local Government	☐ Tribal Government
	☐ Nonprofit Corporation	☐ Other (Specify Below):
	□ Producer Network or Association	

5.		Project Activity Category Project activities have already been preselected specific to Recruitment and Training Turnkey project focus.					
	V	Farmer Recruitment and Retention	☑	Training and Education			
6.	Pro	pject Title (Provide a descriptive title. Must mat	ch box 15 of the SF	424.):			
7. Grant Application Project Type (Only select one Program Project T			Type. Described in Section 3.3 of the RFA)				
	FM	IPP:	LF	PP:			
		FMPP Turnkey Recruitment and Training	g \square	LFPP Turnkey Recruitment and Training			
8.	Inse	quested Funds ert the total amount (\$) of Federal funds requeste mated Federal Funding of the SF-424.	ed. This must match	the total amount requested on Line 18a.			
	\$						
9.	Арр	st Share Funds olicant must provide a 25% cost share on the tota uested on Line 18b Applicant Funding of the SF-4					
	\$						
10.	in S	Does the proposal address the Low Income/Low Access (LI/LA) Priority Consideration as described in Section 3.4 of the RFA? See instructions on how to determine priority eligibility at Qualifying for Priority Consideration at the end of this form.					
		☐ Yes ☐ No					
11. Project Implementation Physical Address Enter up to three addresses where this project will be implemented. If you are requesting consideration as a priority enter the Food Access Research Atlas Low Income/Low Access (LI/LA) Census Tract number. For detailed instructions Qualifying for Priority Consideration at the end of this form.							
#	#	Address	LI/LA	LI/LA Census Tract # (if applicable)			
	1						
	2						

EXECUTIVE SUMMARY

3

In 250 words or less, briefly describe the project's purpose; activities to be performed, deliverables and expected outcomes; intended beneficiaries; including subrecipients, key partners and collaborators (when applicable); and any other pertinent information. This summary will be made available to the public.

TECHNICAL MERIT

Work Plan

Describe the activities and timeline associated with <u>each</u> project objective selected for the turnkey project. The Turnkey project work plan includes five (5) prescribed objectives. There is flexibility in specific activities, budget, timeline and staffing for each objective. Fill out the table below to include the following information:

A list and description of each planned activity, anticipated date of completion; resource required; milestone(s) for assessing progress and success; and who is responsible for completing the activity, including collaborative arrangements or subcontractors.

Reminder that the project must specifically benefit farm and ranch operations serving local markets, and must benefit more than one agricultural producer, vendor, or individual. To qualify for this Turnkey application, you must work on at least 3 of the objectives in the chart below. For those you will NOT be doing, please mark N/A in the second column for that objective. DO NOT modify this Project Narrative form. The only acceptable modification is to add additional rows to the tables.

Objective: Include the objective this activity will be tied to	List and describe each planned activity: Include the scope of work and how it relates to the project objectives	Anticipated completion date:	Required resources: For completion of each activity	Milestones: For assessing progress and success of each activity	Who will do the work? Include collaborative arrangements or subcontractors
	Sample Activity 1	October 20XX	Hire contractor Refrigerator equipment	Milestone 1: Complete XX assessment Milestone 2: Initiate XX equipment purchases	ABC Best Contracting Service XYZ Company's Executive Director
Identify and analyze new or improved strategies for vendor and producer recruitment, training, or both.					
Develop or revise strategies or plans for vendor or producer recruitment, training, or both.					
Design materials for vendor and producer recruitment, training, or both.					
Implement plans for vendor and producer					

Objective: Include the objective this activity will be tied to	List and describe each planned activity: Include the scope of work and how it relates to the project objectives	Anticipated completion date:	Required resources: For completion of each activity	Milestones: For assessing progress and success of each activity	Who will do the work? Include collaborative arrangements or subcontractors
recruitment, training, or both					
Evaluate outcomes related to vendor and producer recruitment, training, or both.					

Have you received a past FMPP or LFPP grant award?
□ Yes □ No
Have you submitted this project to another Federal grant program?
□ Yes □ No
Are you a current Regional Food System Partnership (RFSP) recipient?
☐ Yes ☐ No
If yes to the above questions, please provide the information below. Provide AMS agreement number for grants received in the past 5 years. Describe how the project is/was different from previous grants or how it supplements the proposed activities; and the results of the current project (if applicable). Include lessons learned, what can be improved, and how these lessons and improvements will be incorporated into this application to meet program goals effectively and successfully.

Year	Grant award Program Name, Type of Grant (if applicable) and/or AMS Grant Agreement Number (if applicable)	Description

ACHIEVABILITY

This section includes the outcome indicator evaluation plan.

Outcome Indicators

Complete all applicable project Outcomes and Indicators with baseline and/or estimated realistic target numbers. Applicants must choose at least one Outcome and Indicator(s). If an outcome indicator does not apply, check N/A (Not Applicable). For additional information on how to collect data for these outcomes and indicators, refer to the <u>Performance Measures Data</u>

<u>Collection Guide</u>. The outcomes below are the FMPP and LFPP outcomes that are specific to the Recruitment and Training Turnkey Application.

Outcome 2: Facilitate Regional Food Chain Coordination and Increase Capacity of Direct-To-Consumer Entities

Indicator	Description	Estimated number	N/A
2.1	Total number of partnerships and/or collaborations established between producers/ processors and local/regional supply networks Of those established:		
2.1a	The number formalized with written agreements (i.e. MOU's, signed contracts, etc.)		
2.2	Of the total number of partnerships and collaborations identified in 2.1, the number that reported:		
2.2a	Expanded/improved regional food systems		
2.2b	Higher profits		
2.2c	More efficient transportation		
2.2d	Improved marketing channels		
2.2e	Other mid-tier value chain enhancements		
2.3	Total number of stakeholders trained on how to develop or sustain a direct-to-consumer enterprise		
2.3a	Of those trained, the number that are new/ beginning producers		
2.4	Number of strategic plans developed or updated		
2.5	Total number of new direct producer-to-consumer market access points established Of those, the number that were:		
2.5a	Farmers markets		
2.5b	Roadside stands		
2.5c	Agritourism		
2.5d	Grocery stores		
2.5e	Wholesale markets/buyers		
2.5f	Restaurants		
2.5g	Agricultural cooperatives		
2.5h	Retailers		
2.5i	Distributors		
2.5j	Food hubs		
2.5k	Shared-use kitchens		
2.51	School food programs		
2.5m	Community-supported agriculture (CSAs)		
2.5n	Other		

Outcome 3: Develop the Market for Local/Regional Agricultural Products

Indicator	Description	Estimated number	N/A
3.1	Number of stakeholders that gained technical knowledge about producing, preparing, procuring, and/or accessing local/regional foods Of those, the number that were:		
3.1a	Farmers Markets		
3.1b	Roadside Stands		
3.1c	Agritourism		
3.1d	Grocery stores		
3.1e	Wholesale markets/buyers		
3.1f	Restaurants		
3.1g	Agricultural cooperatives		
3.1h	Retailers		
3.1i	Distributors		
3.1j	Food hubs		
3.1k	Shared-use kitchens		
3.11	School food programs		
3.1m	Community supported agriculture (CSAs)		
3.1n	Other		
3.2	Total number of delivery systems/market access points that increased engagement with local/regional producers Of those, the number that were:		
3.2a	Farmers Markets		
3.2b	Roadside Stands		
3.2c	Agritourism		
3.2d	Grocery stores		
3.2e	Wholesale markets/buyers		
3.2f	Restaurants		
3.2g	Agricultural cooperatives		
3.2h	Retailers		
3.2i	Distributors		
3.2j	Food hubs		
3.2k	Shared-use kitchens		
3.21	School food programs		
3.2m	Community supported agriculture (CSAs)		
3.2n	Other		
3.3	Number of new tools/ technologies developed to improve local/regional food processing, distribution, aggregation, or storage		
3.3a	Number of stakeholders trained to use new tools/technologies		
3.4	Number of delivery systems/market access points that reported increased or improved:		
3.4a	Processing		

Indicator	Description	Estimated number	N/A
3.4b	Distribution		
3.4c	Storage		
3.4d	Aggregation of locally/ regionally produced agricultural products		
3.5	Total number of delivery systems/market access points that established and/or expanded local/regional agricultural product or service offerings Of those, the number that were:		
3.5a	Farmers Markets		
3.5b	Roadside Stands		
3.5c	Agritourism		
3.5d	Grocery stores		
3.5e	Wholesale markets/buyers		
3.5f	Restaurants		
3.5g	Agricultural cooperatives		
3.5h	Retailers		
3.5i	Distributors		
3.5j	Food hubs		
3.5k	Shared-use kitchens		
3.51	School food programs		
3.5m	Community supported agriculture (CSAs)		
3.5n	Other		
3.6	Number of delivery systems/market access points that reported increased:		
3.6a	Revenue		
3.6b	Sales		
3.6c	Cost savings		

Outcome 4: Increase Viability of Local/Regional Producers and Processors

Indicator	Description	Estimated number	N/A
4.1	Number of producers/processors who gained knowledge about new market opportunities		
4.3	Number of producer/processors that reported increased engagement with new delivery systems or market access points		
4.3	Number of producers/processors that implemented new or improved operational methods		
4.4	Number of value-added agricultural products developed		
4.5	Number of producers/processors that reported selling new local/regional food products		
4.5a	Number that reported selling new value-added products		
4.6	Number of producers/processors that reported a reduction in on- farm food waste through new business opportunities and marketing		
4.7	Number of producers/ processors that reported increased:		

Indicator	Description	Estimated number	N/A
4.7a	Revenue		
4.7b	Sales and/or		
4.7c	Cost savings due to local/regional food, operational, and/or value-added product activities		
4.8	Number of local/regional agricultural jobs		
4.8a	Created		
4.8b	Maintained		
4.9	Total number of new producers who went into local/regional food production Of those, number who are:		
4.9a	Beginning farmers/ranchers		
4.9b	Veteran farmers/ranchers		

Outcome 5: Improve Food Safety of Local/Regional Agricultural Products

Indicator	Description	Estimated number	N/A
5.1	Number of stakeholders that gained knowledge about prevention, detection, control, and/or intervention food safety practices, including relevant regulations to mitigate risk (and 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)		
5.3	Number of stakeholders that:		
5.3a	Established a food safety plan		
5.3b	Revised or updated their food safety plan		
5.3	Number of specialty crop stakeholders who implemented new/improved prevention, detection, control, and intervention practices, tools, or technologies to mitigate food safety risks (and/or 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)		
5.4	Number of prevention, detection, control, or intervention practices developed or enhanced to mitigate food safety risks		
5.5	Number of stakeholders that used these grant funds to:		
5.5a	Purchase		Ø
5.5b	Upgrade food safety equipment		

EXPERTISE AND PARTNERS

List key staff, including applicant personnel and external project partners and collaborators (see section 3.3 in the RFA for definitions) that comprise the Project Team, their role, their relevant experience, and past successes in developing and operating projects similar to those to be conducted under this project. Applicant must include Letters of Commitment from Partner and Collaborator Organizations to support the information (see section 4.8 in the RFA). If needed, add additional rows.

Key staff Name and Title	Role	Relevant experience and past successes

PROJECT MANAGEMENT PLAN

Describe your management plan for coordination, communication, and data sharing and reporting among members of the Project Team and stakeholder groups, including both internal applicant personnel **and** external partners and collaborators.

FISCAL PLAN AND RESOURCES

Please complete the Budget and Justification below and ensure that you have included Critical Resources and Infrastructure letters to support the application information (see section 4.9 in the RFA). If needed, add additional rows to the tables. You must fill the SF-434 A Budget Information Non – Construction Programs Form along with this section

Budget Summary

The budget must show the total cost for the project and describe how category costs listed in the budget are derived. The budget justification must provide enough detail for reviewers to easily understand how costs were determined and how they relate to the Project Objectives and Expected Outcomes. The budget must show a relationship between work planned and performed to the costs incurred. The budget summary table totals must match with the subtotals for each expense category.

Refer to RFA Section 3.6 Allowable and Unallowable Costs and Activities for more information on allowable and unallowable expenses.

Expense category	Federal funds	Cost Share applicant and 3 rd parties
Personnel		
Fringe benefits		
Travel		
Supplies		
Contractual		
Other (specify)		
Direct costs subtotal		
Indirect costs		
Total budget (direct + indirect)		

Personnel

List each person who has a substantive role in the project and the amount of the request and/ or the value of his or her cost share. Personnel costs should be reasonable for the services rendered, conform to the established written policy of your organization, and consistently applied to both Federal and non-Federal activities. For annual salary please provide the salary for each year.

#	Personnel Name/title	Level of effort (# of hours OR % FTE)	Annual Salary	Total Funds Requested	Cost Share Value	Cost Share Type
1				\$	\$	Cash: ☐ In-Kind: ☐
2				\$	\$	Cash: In-Kind:
3				\$	\$	Cash: □ In-Kind: □

Personnel total funds requested subtotal: \$
Personnel cost share value subtotal: \$

PERSONNEL JUSTIFICATION

For each individual listed in the above table, describe the activities to be completed by name/title including approximately when activities will occur.

Personnel 1: Justification Personnel 2: Justification Personnel 3: Justification

Fringe Benefits

Provide the fringe benefit rates for each of the project's salaried employees listed above. The costs of fringe benefits should be reasonable and in line with established policies of your organization.

#	Fringe Benefits Name/Title	Fringe Benefit Rate	Funds Requested	Cost Share Value	Cost Share Type
1			Ś	\$	Cash: □
			'	,	In-Kind: 🗌
,			خ	خ	Cash: □
2			ş	٦	In-Kind: 🗌

#	Fringe Benefits Name/Title	Fringe Benefit Rate	Funds Requested	Cost Share Value	Cost Share Type
3			\$	\$	Cash: ☐ In-Kind: ☐

Fringe benefits funds requested subtotal: \$
Fringe benefits cost share value subtotal\$

Travel

Explain the purpose for each Trip Request. Please note that travel costs are limited to those allowed by formal organizational policy; in the case of air travel, project participants must use the lowest reasonable commercial airfares. For recipient organizations that have no formal travel policy and for-profit recipients, allowable travel costs may not exceed those established by the Federal Travel Regulations, issued by GSA, including the maximum per diem and subsistence rates prescribed in those regulations. This information is available at http://www.gsa.gov.

Trip #	Trip Destination	Type of expense (airfare, car rental, hotel, meals, mileage, etc.)	Unit of measure (days, nights, miles)	# of units	Cost Per Unit	Travelers Claiming Expense (#)	Funds Requested	Cost Share Value	Cost Share Type
1							\$	\$	Cash: □ In-Kind: □
2							\$	\$	Cash: ☐ In-Kind: ☐
3							\$	\$	Cash: ☐ In-Kind: ☐

Travel funds requested subtotal: \$
Travel cost share value subtotal: \$

CONFORMING WITH YOUR TRAVEL POLICY

☐ By checking this box, I affirm that my organization's established travel policies will be adhered to when completing the above-mentioned trips in accordance with <u>3 CFR 300.474</u> or <u>48 CFR subpart 31.3</u>, as applicable.

TRAVEL JUSTIFICATION

For each trip listed in the above table, describe the purpose of this trip and how it will achieve the objectives and outcomes of the project. Be sure to include approximately when the trip will occur.

Trip 1: (Approximate Date of Travel MM/YYYY), justification

Trip 2: (Approximate Date of Travel MM/YYYY), justification

Trip 3: (Approximate Date of Travel MM/YYYY), justification

Supplies

List the materials, supplies, and fabricated parts costing less than \$10,000 per unit and describe how they will support the purpose and goal of the proposal.

Item #	Item Description	Cost Per unit	# of units/pieces purchased	Acquisition Date	Funds requested	Cost Share value	Cost Share type
1					\$	\$	Cash: ☐ In-Kind: ☐
2					\$	\$	Cash: □ In-Kind: □
3					\$	\$	Cash: □ In-Kind: □

Supplies funds requested subtotal: \$
Supplies cost share value subtotal: \$

SUPPLIES JUSTIFICATION

Describe the purpose of each supply listed in the table above purchased and how it is necessary for the completion of the project's objective(s) and outcome(s).

Supply 1: Justification Supply 2: Justification Supply 3: Justification

Contractual

The Contractual section includes contractual, consultant, and subaward agreements that are part of the completion of the project. A subaward is an award provided by the non–federal entity to a subrecipient for the subrecipient to carry out part of a Federal award received by the non-federal entity. Contractual/consultant costs are expenses associated with purchasing goods and/or procuring services performed by an individual or organization other than the applicant in the form of a procurement relationship. If there is more than one contractor or consultant or subaward, each must be described separately.

Туре	Contractual Name/Organization	Hourly Rate	Funds Requested	Cost Share Value	Cost Share Type
1 ☐ Contract ☐ Subaward			\$	\$	Cash: □ In-Kind: □
2 ☐ Contract ☐ Subaward			\$	\$	Cash: □ In-Kind: □
3 ☐ Contract ☐ Subaward			\$	\$	Cash: □ In-Kind: □

Contractual funds requested subtotal: \$ Contractual cost share value subtotal: \$

CONFORMING WITH YOUR PROCUREMENT STANDARDS

□ By checking this box, I affirm that my organization followed the same policies and procedures used for procurements from non-federal sources, which reflect applicable State and local laws and regulations and conform to the Federal laws and standards identified in 3 CFR §300.317 through §300.337, as applicable. If the contractor(s)/consultant(s) is/are not already selected, I affirm that my organization will follow the same requirements.

CONTRACTUAL JUSTIFICATION

Provide for each of your real or anticipated contractors listed above a description of the project activities each will accomplish to meet the objectives and outcomes of the project. Each section should also include a justification for why contractual/consultant services are to be used to meet the anticipated outcomes and objectives. Include timelines for each activity. If contractor employee and consultant hourly rates of pay exceed the salary of a GS-15 step 10 Federal employee in your area, provide a justification for the expenses. This limit does not include fringe benefits, travel, indirect costs, or other expenses. If awarded, copies of the contractual agreements will be required.

Contractual 1: Justification Contractual 2: Justification Contractual 3: Justification

Other

Include any expenses not covered in any of the previous budget categories. Be sure to break down costs into cost/unit. Expenses in this section include, but are not limited to, meetings and conferences, communications, rental expenses, advertisements, publication costs, and data collection.

Item #	Item Description	Per Unit Cost	# of Units/Pieces Purchased	Acquisition Date	Funds Requested	Cost Share Value	Cost Share Type
1					\$	\$	Cash: □ In-Kind: □
2					\$	\$	Cash: □ In-Kind: □
3					\$	\$	Cash: ☐ In-Kind: ☐

Other funds requested subtotal: \$
Other cost share value subtotal: \$

OTHER JUSTIFICATION

Describe the purpose of each item listed in the table above and how it is necessary for the completion of the project's objective(s) and outcome(s).

Other 1: Justification Other 2: Justification Other 3: Justification

Indirect

Indirect costs (also known as "facilities and administrative costs"—defined at <u>3 CFR §300.1</u>) represent the expenses of doing business that are not readily identified with a particular grant, contract, or project function or activity, but are necessary for the general operation of the organization and the conduct of activities it performs. For the indirect cost formula and additional information, refer to Section 3.7 of the RFA.

Indirect Cost Rate Requested (%)	Funds Requested	Cost Share Value	Cost Share Type
	ć	خ	Cash: □
	3	Ş	In-Kind: 🗌

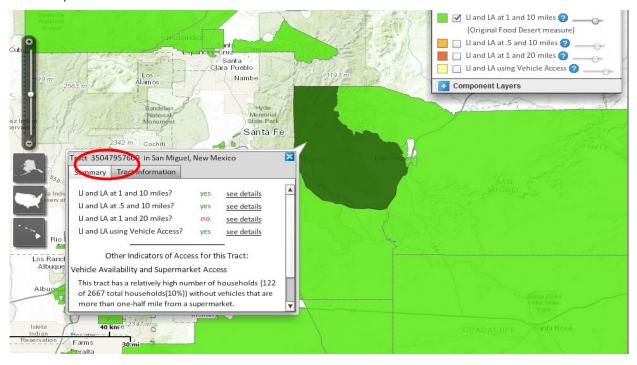
QUALIFYING FOR PRIORITY CONSIDERATION

Food Access Research Atlas (Atlas) http://www.ers.usda.gov/data-products/food-access-research-atlas.aspx

Once you enter the Atlas, check one of the four the map layer(s) that applies to the proposal's targeted community.



Zoom in on the map to identify your community. Clicking on your targeted area will produce the census tract and additional information about the locale. In the example below, the dark green area qualifies as low income and low access, and the census tract would be 35047957600.



EQUAL OPPORTUNITY STATEMENT

USDA is an equal opportunity provider, employer, and lender.

PAPERWORK BURDEN STATEMENT

According to the Paperwork Reduction Act of 1995 (44 U.S.C. 3501), an agency may not conduct or sponsor, and a person is not required to respond to a collection of information unless it displays a valid OMB control number. The valid OMB control number for this information collection is 0581-0340. The time required to complete this information collection is estimated to average 4 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information.