



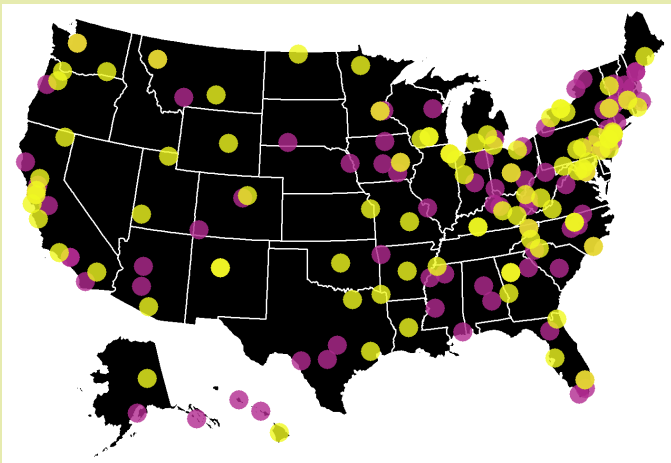
Agricultural Marketing Service

Grant Opportunities

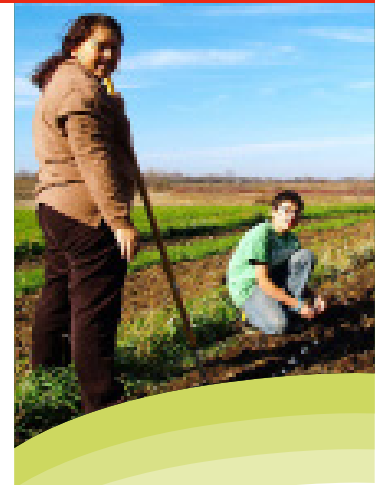
Supporting Domestic Agricultural Markets, including Local and Regional Food Systems

The U.S. Department of Agriculture’s (USDA) Agricultural Marketing Service (AMS) supports economic development for communities and commodities by funding projects that enhance the marketability and competitiveness of U.S. agricultural products locally, nationally and internationally. AMS grant programs focus on local and regional food systems, and the specialty crops, dairy and sheep industries.

FMPP and LFPP grants supported projects in over 200 communities in 2017 (purple) and 2018 (yellow), including over 40 rural counties¹.



¹ www.ers.usda.gov/topics/rural-economy-population/rural-classifications/what-is-rural/



Local Agriculture Market Program (LAMP)

Enhances local and regional food systems through:

- **Farmers Market Promotion Program (FMPP)** supports direct-to-consumer marketing such as: farmers markets, community supported agriculture programs (CSAs), sales to restaurants and institutions and agritourism. www.ams.usda.gov/fmpp
- **Local Food Promotion Program (LFPP)** supports local and regional food system intermediaries that process, distribute, aggregate and store locally or regionally produced food projects through Planning and Implementation grants. www.ams.usda.gov/lfpp
- **Regional Food System Partnerships Program (RFSP)** supports collaborative efforts that plan and develop local/regional food systems. www.ams.usda.gov/rfsp
- **Value-Added Producer Grants (VAPG)** helps producers enter into value-added activities, including processing and/or marketing of new product. AMS coordinates closely with USDA Rural Development, which administers VAPG. www.rd.usda.gov/programs-services/value-added-producer-grants

Eligibility: Eligibility varies by program. Please visit the program webpages for more specific information.

Matching funds required: 25% (FMPP, LFPP, RFSP); \$1-for-\$1 (VAPG).

A 2017 FMPP project led by Whole Earth Farms LLC Marketplace in Shelby, Alabama, brought together more than 24 local farm businesses to sell at a new farmers market, develop online product marketing strategies and learn pest control techniques using plasticulture. Through participation in the market, one vendor doubled revenue for 2 years in a row, established a community supported agriculture program and has been selling fresh produce to a local restaurant. Another vendor used revenue to launch a farm stand.



“FSMIP provided the ability to create online infrastructure (website and Facebook) and recruit volunteers to keep it current and reflective of fiber business in Alaska.

— University of Alaska Fairbanks

Specialty Crop Block Grant Program (SCBGP)

Provides noncompetitive grants to state departments of agriculture (SDAs) to support locally led projects that enhance the competitiveness of specialty crops, including fruits, vegetables, tree nuts, dried fruits, horticulture, floriculture and nursery crops. www.ams.usda.gov/scbpg

Eligibility: SDAs, who administer a subaward program and determine eligibility for subaward recipients.

Matching funds required: None.

Specialty Crop Multistate Program (SCMP)

Develops solutions for specialty crop problems crossing state boundaries, particularly related to improved food safety, plant pests and disease, research and marketing and promotion. www.ams.usda.gov/scmp

Eligibility: SDAs and multistate project partners.

Matching funds required: None.

Federal-State Marketing Improvement Program (FSMIP)

Explores new market opportunities for U.S. food and agricultural products and encourages research and innovation aimed at improving the efficiency and performance of the U.S. marketing system. www.ams.usda.gov/fsmip

Eligibility: SDAs or other state entities, including state universities and colleges.

Matching funds required: \$1-for-\$1.

Dairy Business Innovation Initiatives (DBI)

Supports the diversification, marketing and processing of dairy products and regional milk production. Selected grant recipients provide direct technical assistance and funding subawards to dairy businesses. www.ams.usda.gov/dbi

Eligibility: SDAs or other state entities, cooperative extension service, institutions of higher education and nonprofit organizations.

Matching funds required: None.

Pictured top left: As part of a 2014 SCBGP grant, Ohio Department of Agriculture partnered with the Ohio State University to host workshops, research tours, and publications on the cultivation of super berries (blackberries, blueberries, Aronia and raspberries). The annual Super Berry Workshop and Field night drew more than 100 attendees. Altogether, the project educated nearly 800 growers and reached more than 30 farms through production assistance. As a result, three new growers entered the super berry propagation business. Growers added more than 40 acres of super berries, creating an estimated 20 jobs from 2014-2016.

Sheep Production and Marketing Grant Program (SPMGP)

Strengthens and enhances the production and marketing of sheep and sheep products in the U.S. through improved infrastructure, business and resource development and innovative approaches to solving long-term needs. www.ams.usda.gov/spmgrp

Eligibility: National entities with a mission consistent with SPMGP's purpose.

Matching funds required: None.

Acer Access Development Program (Acer)

Promotes the domestic maple syrup industry through research, expansion of production land, and marketing and education projects. www.ams.usda.gov/acer

Eligibility: States, tribal governments and research institutions.

Matching funds required: None.

Additional USDA information

- www.ams.usda.gov/grants
- www.ams.usda.gov/localfood
- www.farmers.gov

Contact us

- AMSGrants@usda.gov

Grant resources and training

- www.grants.gov
- www.cfo.gov/grants/training

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