



*Washington State Department of Agriculture
Specialty Crop Block Grant Program
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FY2023 Request for Proposals Phase I and Phase II

The Washington State Department of Agriculture (WSDA) is pleased to announce a competitive solicitation process to award USDA Specialty Crop Block Grant Program (SCBGP) funds for projects that enhance the competitiveness and increase demand for Washington's specialty crops.

Grant Program Federal Requirements Fall Under 2 CFR 200
Catalog of Federal Domestic Assistance 10.170

Phase I

Release Date: October 21, 2022

Concept Proposals Due: January 13, 2023

By 12:00 p.m. PST (**Note: New Time**)

Phase II (if invited)

Release Date: February 15, 2023

Full Proposals Due: March 15, 2023

By 12:00 p.m. PST (**Note: New Time**)

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Purpose

For the Washington State Department of Agriculture (WSDA) to administer a competitive solicitation process to award 2023 Specialty Crop Block Grant Program (SCBGP) funds for proposals that enhance the competitiveness and increase demand of Washington specialty crops.

Specialty crops are defined by USDA as fruits, vegetables, tree nuts, dried fruits, horticulture, and nursery crops (including floriculture). Please visit the [USDA website](#) to view a comprehensive list of eligible and ineligible specialty crops under the SCBGP.

Timeline (subject to change)

Phase I Concept Proposal	Request for Concept Proposals Released by WSDA	October 21, 2022
	Concept Proposals Due	January 13, 2023, 12:00 p.m. PST
	Notifications to Applicants	February, 2023
Phase II Full Proposal	Request for Grant Proposals Released (by invitation only)	February, 2023
	Full Proposals Due	March 15, 2023, 12:00 p.m. PST
	Notification to Applicants	April, 2023
	WSDA Application Due to USDA for Approval	May, 2023
Grant Award	USDA to Announce Awards	September-October, 2023

Funding and Duration

WSDA anticipates receiving approximately \$4.7 million to award to projects enhancing the competitiveness of Washington's specialty crops. Grant requests can range from \$25,000 to \$250,000. The maximum grant period for each award is three (3) years. The projects will start no earlier than September 30, 2023 and end no later than September 29, 2026.

Funding is contingent upon passage of a Farm Bill and available funding from the U. S. Department of Agriculture, Agricultural Marketing Service (USDA, AMS).

*Note, no-cost extensions beyond September 29, 2026, will not be available.

Projects More Relevant for Other Federal Grant Programs

Entities that engage in projects that support domestic farmers/markets, roadside stands, community-supported agriculture programs, agritourism activities, other direct producer-to-consumer market opportunities, and local and regional food business enterprises that process, distribute, aggregate, or store locally or regionally produced food products should consider submitting those projects to the Farmers [Market Promotion Program](#) and [Local Food Promotion Program](#). You can also check out [USDA's website](#) for more grant opportunities.

Eligibility Requirements

Non-profit organizations; local, state, federal government entities, including tribal governments; and public or private colleges and universities, and for-profit organizations are eligible to apply. Individuals are not eligible to apply.

The project must clearly and directly impact Washington state specialty crop producers or processors. The SCBGP will not award grant funds for projects that solely benefit a particular commercial product or provide a profit to a single organization, institution, or individual. This program **will not provide funds to start or expand a farm or other business venture.**

- Projects must enhance the competitiveness of specialty crops.

- Funding requests must fall between \$25,000 and \$250,000 per project. If awarded WSDA has the right to increase or decrease the amount of the award.

General Requirements

2023 USDA Guidance

As of the date of this publication, USDA has not provided WSDA or any other state department of agriculture with a Request for Applications or Terms and Conditions for the 2023 SCBGP. If necessary, WSDA will attempt to prepare, and make available, a supplement to this document to advise applicants of any changes to the program upon receipt of USDA's Request for Applications. WSDA and all proposals will be subject to the terms of USDA's Request for Applications and Terms and Conditions and substantial changes could potentially affect the feasibility of proposals.

Unique Entity Identifier (UEI) (Previously DUNS#)

To obtain a UEI, please visit [SAM.gov](https://sam.gov). If awarded SCBGP funds, recipients will need to obtain a UEI before a grant agreement can be executed.

Note: On **April 4, 2022**, the federal government stopped using the DUNS Number to uniquely identify entities. Now, entities doing business with the federal government use the Unique Entity ID created in [SAM.gov](https://sam.gov). They no longer have to go to a third-party website to obtain their identifier. This transition allows the government to streamline the entity identification and validation process, making it easier and less burdensome for entities to do business with the federal government.

Taxpayer Identification Number

Enter the applicants 9-digit taxpayer identification number in the format ###-#####.

System for Award Management

To receive an award under the SCBGP, applicants (grant recipients) are **required** to register with the System for Award Management, in doing so, need to designate an e-Business Point of Contact (e-Business POC). **SAM registration must be updated annually and be active and maintained with current information at all times during which there is an active award or an application under consideration.**

Organizations that need to register in SAM for the first time or need to update their SAM registration will visit <https://www.sam.gov/>.

The e-Business POC authorizes individuals to submit grant and cooperative agreement applications on behalf of the organization and creates a special password called a Marketing Partner ID Number (M-PIN) to verify individuals authorized to submit grant applications for the organization.

Delinquency on Federal Debt

Any organization or individual that is indebted to the United States and has a judgment lien filed against it for a debt to the United States, is ineligible to receive a Federal grant. If the applicant discloses a delinquency, the SCBGP may not award the grant until the debt is satisfied or satisfactory arrangements are made with the agency to which the debt is owed.

Anyone who has been judged to be in default on a federal debt and who has had a judgment lien filed against him or her should not be listed as a participant in an application for a SCBGP grant until the judgment is paid in full or is otherwise satisfied. No funds may be budgeted following an award to pay such an individual. The Federal Agency will disallow costs charged to awards that provide funds to individuals in violation of this requirement.

Debarment and Suspension

Regulations published in [2 CFR part 180](https://www.ecfr.gov/current/title-49/chapter-I/subchapter-B/part-180) and [2 CFR part 417](https://www.ecfr.gov/current/title-49/chapter-I/subchapter-B/part-417) describe the government-wide debarment and suspension requirements for non-procurement programs and activities. “Non-procurement” transactions include, among other things, grant agreements. SCBGP implements these regulations as a term and condition of award. State department of agriculture recipients must check the System for Award Management located at <https://www.sam.gov/portal/public/SAM/> prior to entering into a “lower-tier” transaction. “Lower tier” transactions include contracts (including individual consultants) under grants (where the contract requires the provision of goods or services that will equal or exceed \$25,000) and all sub awards.

Limit on Active Projects

The SCBGP reserves the right to limit the number of active projects for any grant recipient/project lead. Limiting the number of projects could be for reasons such as, not being responsive to the terms and conditions of the grant from current or past projects.

Ongoing Projects/Sustainable Funding

If the project is a continuation of a previously funded project and is of an ongoing nature, a plan for sustainable funding is *required*. Part of the application process will be to explain your plan for sustainability. SCBGP funds are not intended to support projects indefinitely.

Indirect Costs

Indirect costs are *unallowable* under Washington's grant program. Indirect costs are those costs incurred for a common or joint purpose benefiting more than one cost objective, and not readily assignable to the cost objectives specifically benefitted, without effort disproportionate to the results achieved.

Indirect costs, including administrative overhead, are *not allowed* as part of your grant request.

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 Budget as direct costs:

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

Bibliography and References Cited (For Research Projects Only)

The applicant should provide a bibliography of any references cited in their research proposal. The Bibliography and References Cited should be uploaded to the application site, [OpenWater](#). Each reference should include names, article and journal title, book title, volume number, page numbers, and year of publication.

Grant Management

Sub recipients will sign a Grant Agreement with WSDA and must follow all applicable federal and state rules and regulations, including those for insurance coverage, procurement practices, and accounting procedures. In addition, recipients will submit detailed performance reports quarterly, annually, and at project completion; must keep thorough records; and closely monitor the project against expected outcomes. *Failure to properly manage a grant award may result in the obligation to repay grant funds and/or exclusion from future grant opportunities*

Timely drawdown and use of grant funds

WSDA may reduce grant agreement funds without further cause if the recipient does not draw down funds within the first year of the grant period and at reasonable intervals thereafter. The recipient may be required to submit a full accounting of unspent funds for the remainder of the project period if so requested. This request may occur if grant funds are less than 30% spent within the first year or 60% within the second year of the project.

Administrative Performance Rating

Grantee's administrative performance will be reviewed, which may impact this agreement and may be considered in future applications to WSDA for SCBG funding. Poor administrative performance may also be the basis for reduced funding of Grantee's current award. Performance ratings will be based on the following:

- Submittals. Review is negatively impacted by submission of reports required by attachment B that are received late (by two (2) or more business days) without a granted extension request.
- Communication. Review is negatively impacted when responses to questions and requests are not received by the requested date, or within four (4) business days.

Poor performance review on this agreement will be a factor in future funding request: Grantee's application may be scored a lower priority than those submitted by other applicants or, if WSDA approves a future application, the grant agreement may impose additional obligations or limitations to assure performance.

Property Management

The title to equipment and supplies acquired by the sub-recipient under the award will vest, upon acquisition, in the subrecipient. Sub-recipients must provide the equivalent insurance coverage for equipment acquired with Federal funds. Sub-recipients are expected to maintain property records that include a description of the property, a serial number or other identification number, the source of funding for the property, who holds title, the acquisition date, and cost of the property, percentage of Federal participation in the project costs for the Federal award under which the property was acquired, the location, use and condition of the property, and any ultimate disposition data including the date of disposal and sale price of the property. This is in addition to the other requirements of use, management, and disposal of equipment and supplies acquired under a grant in accordance with [2 CFR §§ 200.313](#) and [200.314](#).

Disposition of Equipment and Supplies

If the *equipment* has a per-unit fair market value of less than \$5,000, and it is no longer needed for the original project or program or for other activities currently or previously supported by a Federal awarding agency, the recipient may retain, sell, or dispose of equipment with no further obligation to AMS.

If the *equipment* has a per-unit fair market value of \$5,000 or more, and it is no longer needed for the original project or program or for other activities currently or previously supported by a Federal awarding agency, the recipient may retain the equipment and supplies, or they may be sold.

If there is a residual inventory of unused *supplies* exceeding \$5,000 in total aggregate value upon termination or completion of the project or program and the supplies are not needed for any other Federal award, the non-Federal entity must retain the supplies for use on other activities or sell them, but must, in either case, compensate the Federal Government for its share.

In any of these cases, the recipient acting on its own behalf or as the pass-through entity must complete a:

- Tangible Personal Property Report Disposition Request/Report ([SF-428-C](#)) during the period of performance or
- Tangible Personal Property Final Report ([SF-428-B](#)) at the grant agreement's closeout.

Email this report to WSDA as a written disposition request/report. A sample Tangible Personal Property Final Report can be found on the applicable grant program's website. Go to <https://www.ams.usda.gov/services/grants>, click on the applicable grant program website, and then click on "How to Administer the Award" in the left menu bar.

WSDA will provide the report(s) to AMS and they will review the request and provide disposition instructions for the equipment and/or supplies. The disposition instructions will notify the recipient that AMS is entitled to an amount calculated as follows:

AMS Amount = Current Market value or proceeds from sale of the equipment/supplies X Percentage of AMS participation in the cost of the original purchase

If the equipment and/or supplies are sold, the recipient is permitted to deduct and retain from the Federal share \$500 or 10 percent of the proceeds, whichever is less, for its sale and handling expenses.

Performance Reports

WSDA requires submission of quarterly, annual and final reports to demonstrate the progress made toward the completion of project goals, objectives, and outcomes as well as the grant agreement's overall financial status. Performance reports must be formatted and submitted using the approved templates or guidance. All performance reports must be submitted to specialtycrop@agr.wa.gov. The required report templates can be found on [WSDA's website](#).

Disparaging Language and Protected Personal Identifiable Information (PII)

Recipients are prohibited from using AMS grant funds to conduct any activity that is false, misleading, or disparaging toward agricultural commodities or products or to disparage the mission, goals, and/or actions of another organization or individual. Reports submitted to AMS must avoid use of Protected PII, including use of an individual's first name or first initial and last name in combination with any one or more of types of information, including, but not limited to, social security number, passport number, credit card numbers, clearances, bank numbers, biometrics, date and place of birth, mother's maiden name, criminal, medical and financial records, educational transcripts, etc. Personal contact information included in performance reports should be limited to the recipient project coordinator's name, and e-mail address, as well as organization name, physical address, and telephone number.

Financial Management

Grantees are required to meet the standards and requirements for financial management systems set forth or referenced in [2 CFR § 200.302](#).

The adequacy of a subrecipient's financial management system is integral to their ability to account for grant expenditures. The subrecipient must use Federal funds in a responsible manner and apply adequate internal controls and cash management practices consistent with the requirements outlined in [2 CFR § 200.303](#).

A recipient's financial management system must include:

- 1) Identification, in its accounts, of all Federal awards received and expended and the Federal programs under which they were received. This identification must include, as applicable:
 - a. The CFDA title and number.
 - b. The Grant Agreement Number/FAIN and Federal fiscal year awarded.
 - c. The name of the Federal Agency and;
 - d. The name of the pass-through entity, if applicable.
- 2) Accurate, current, and complete disclosure of the financial accounting of each Federal award or program.
- 3) Records that adequately identify the source and application of funds for Federally funded activities. These records must contain information pertaining to Federal awards, authorizations, obligations, unobligated balances, assets, expenditures, income, and interest. Accounting records must be supported by source documentation such as canceled checks, paid bills, payrolls, time and attendance records, contracts, and subaward documents.
- 4) Effective control over, and accountability for, all funds, property, and other assets. Recipients must adequately safeguard all assets and assure that they are used solely for authorized purposes.
- 5) Comparison of expenditures with budget amounts for each Federal award.
- 6) Written procedures to implement the requirements of [2 CFR § 200.305 Payment](#), which minimize the time elapsing between the transfer of Federal funds to any non-Federal entity and the disbursement of the funds for direct program costs and the proportionate share of any allowable indirect or facilities and administrative costs.
- 7) Written procedures for determining the allowability of costs in accordance with 2 CFR § 200 Subpart E—Cost Principles and the terms and conditions of this award.

A subrecipient must notify the WSDA Agreement Manager immediately when they discover financial management problems. Deficiencies in the recipient's financial management system, whether reported by the grantee or identified by WSDA, may result in WSDA imposing special award conditions, such as a high-risk designation or other requirements for increased monitoring.

Procurements

Subrecipients may acquire commercially available goods and services in connection with a project. In doing so, the subrecipient must use its own documented procurement procedures which may reflect applicable State, local, and tribal laws

and regulations, provided that the procurements conform to applicable Federal law and the standards found at [2 CFR § 200.317](#) through [2 CFR § 200.326](#).

- **State subrecipients** must follow the same policies and procedures the State uses for procurements for non-Federal funds. The State will comply with [2 CFR § 200.322](#) and ensure that every purchase order or other contract includes applicable provisions described in [Appendix II of 2 CFR § 200](#).
- **All other non-Federal recipients** must follow [2 CFR § 200.317](#) through [§ 200.326](#).
- The requirements of the Federal award also apply to any subcontract. The subrecipient is responsible for ensuring that all of its contracts made in connection with the AMS project contain the applicable provisions described in [Appendix II of 2 CFR § 200](#).

Reimbursement of Grant Funds

Grant funds will be paid to subrecipients for approved expenditures on a *reimbursement basis*. Subrecipients must have the financial capability to pay project costs up-front and may not request reimbursement more frequently than monthly. WSDA will only reimburse for expenditures that have been approved in the budget and only after services rendered.

Application Process Overview

Phase I: Concept Proposal

In Phase I applicants must complete the required application online using WSDA's online application submittal site, [OpenWater](#).

Phase II: Full Grant Proposal (must be invited)

Select applicants from Phase I will be invited back to submit additional project information to complete the full grant proposal. Phase II must also be completed and submitted online through WSDA's online application submittal site, [OpenWater](#).

Grant Proposal Selection Process

WSDA will conduct at least two levels of review during the Grant Proposal evaluation process:

- 1) An administrative review to determine whether the applicant was responsive to the requirements of the Request for Proposals, and to assess risk factors such as poor grant performance. **Applicants with an existing SCBGP project who are not or did not consistently meet the requirements of their current or past grant award, may have an impact on their overall project score or funding for their Grant Proposal.**
- 2) A technical review will evaluate the merits of each proposal using the criteria set forth in the section below – **Grant Proposal Scoring Criteria**. In Phase I, WSDA Subject Matter Experts will perform the technical review, in Phase II (if invited) Industry Subject Matter Experts will perform the technical review. Depending on the nature of the Proposal, WSDA may also seek additional reviews from peer and/or industry members.
- 3) Grant Proposal scores and comments will be incorporated for a final ranking of projects. In Phase I and Phase II of this competitive process, the WSDA Director will make the final decision regarding which projects will be invited to Phase II and which ones will be included in WSDA's state application to USDA. A lower scoring project that proves to be timelier and more important to industry may get awarded, over a higher scoring project, at the Director's discretion. WSDA will notify applicants of the results. Applicants will have the opportunity to receive evaluation feedback about their Grant Proposal.

Grant Proposal Scoring Criteria

The following are the guidelines and criteria that will be used when scoring all applications in Phase I.

Phase I – Concept Proposal

Funding Priority

- Does the proposal address one or more of the funding priorities identified in the RFP?
- How well do they demonstrate a link to that funding priority?
- How well do they address the issue?

Project Purpose

- Does this project explain the specific issue, problem or need that the project will address?
- Do they describe the approach to addressing the issue?
- Do they describe the relevance and importance to the specialty crop industry?
- Are the objectives appropriate for the project?

Project Beneficiaries

- Does the project directly benefit Washington's specialty crop industry?
- Do they provide a good justification for the stated number of industry members benefiting from the outcomes of this project?

Phase II – Full Grant Proposal – (If invited) you will be scored on the following:

Project Purpose

- Does this project explain the specific issue, problem or need that the project will address?
- Do they describe the approach to addressing the issue?
- Do they describe the relevance and importance to the specialty crop industry?
- Are the objectives appropriate for the project?

Project Beneficiaries

- Does the project directly benefit Washington's specialty crop industry?
- Do they provide a good justification for the stated number of specialty crop industry members benefiting from the outcomes of this project?

External Project Support

- Is it clear that the project is important to the impacted specialty crop industry?
- Will industry stakeholders be actively involved?
- Do they describe the specialty crop stakeholders, other than the applicant and organizations involved, who support this project and why.
- Two (2) letters of support from **Industry** are **required**. The letters should be from the specialty crop industry members that are benefiting from these project funds. (*i.e. specialty crop producers/processors*).

Expected Measurable Outcomes

- Are the outcomes achievable?
- Is there an appropriate plan to measure achievement and share project results with industry members?
- Are the outcomes appropriate for measuring the project's overall impact on the specialty crop industry?

Budget

- Is the amount of the grant request reasonable and appropriate?
- Does the Budget Narrative/justification for each budget category adequately explain the costs and why they are necessary to reach the outcomes and objectives of this project?

Online Grant Application Instructions – Phase I

After you have logged into [OpenWater](#) then proceed with answering the following questions.

Applicant Organization and Contact Information: List the name of the organization that is applying.

Address: List organization's address.

Contact 1: The person from the organization that is applying.

Contact 2: List a co-applicant here. (If applicable)

Unique Entity ID (UEI) # (this replaces the DUNS#): Please provide UEI #.

On April 4, 2022, the federal government stopped using the DUNS Number to uniquely identify entities. Now, entities doing business with the federal government use the Unique Entity ID created in SAM.gov. They no longer have to go to a third-party website to obtain their identifier. This transition allows the government to streamline the entity identification and validation process, making it easier and less burdensome for entities to do business with the federal government.

Federal Tax ID #: Please provide your federal tax ID# or EIN (employee identification number)

Multi-State Project: Answer yes or no. If yes, state the names of the partnering states and describe the multi-state nature of the project and the project role of the other state(s).

Project Period: Start Date: Provide the date the project will start. The project can start no earlier than September 30, 2023.

End Date: Provide the date the project will end. The project must end no later than September 29, 2026.

Does your project support R&D? Provide a yes or no as to whether your project's focus is research and development.

Review Category: There will be technical review groups structured around each Review Category, so it is important to choose the category that best fits your project. Subject matter expert(s) for each category will be included in each review group. Choose your Review Category from the drop-down box. A description of the Review Category you choose will appear once you've selected it.

Funding Priority: Review the drop-down list of available funding priorities. If your project falls under one of these, please choose that priority.

Project Title: Provide a project title that best describes your project in **15 words or less**.

Project Summary: Include a project summary of 250 words or less suitable for dissemination to the public. A Project Summary includes:

- The name of the applicant organization that if awarded a grant will establish an agreement or contractual relationship with the State Department of Agriculture to lead and execute the project.
- A concise outline of the project's outcome(s) and objectives, and
- A description of the general tasks to be completed during the project period to fulfill this goal.

Project Purpose:

- Provide the specific issue, problem or need that the project will address.
- Describe the approach to addressing the issue.
- Describe the relevance and importance to the specialty crop industry.

Objectives: Provide at least one but no more than three objectives that this project hopes to achieve.

Project Beneficiaries

- Provide an estimate of how many specialty crop industry members will be benefiting from this project and provide a justification for your number?
- Who are the specialty crop beneficiaries of the project and how will they be directly benefiting from the outcomes of this project?

Socially Disadvantaged and Beginning Farmers – *definitions below (this question is not scored)

If you answer yes to your project benefitting either a socially disadvantaged or beginning farmer, explain how your project benefits either and or/both.

***Definition of a Socially Disadvantaged Farmer:** Socially Disadvantaged Farmer or Rancher is 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.

***Definition of a Beginning Farmer:** Beginning Farmer or Rancher is an individual or entity that has not operated a farm or ranch for more than 10 years and substantially participates in the operation.

Is your project continuing the efforts of a previously funded SCBGP project?

If yes, answer all questions.

This concludes the application process.

Online Grant Application Instructions – Phase II

After you have logged into [OpenWater](#) then proceed with answering the following questions.

Project Title: Auto populated from Phase I

Amount of Grant Request: Provide the \$ amount you are applying for

Applicant Organization: Enter the name of the Applicant Organization here

Address: Enter the address of the Applicant Organization

Contact 1: The person from the organization that is applying.

Contact 2: List a co-applicant here. (If applicable)

UEI #: Please provide UEI#. Reference page 4 for more information on getting a UEI#

Federal Tax ID#: Provide your federal tax ID# here.

Review Category: This will pre-populate from Phase I

Multi-State Project: Answer yes or no to your project being a multi-state project, if yes, provide answers to the rest of the questions.

Does your project support R&D? Answer Yes or No

Application Template: Download the application template, complete all fields and upload when finished.

Project Title: This will prepopulate from Phase I

Duration of Project: The project start date can begin as early as September 30 and end no later than September 29 of your final project year. Projects have a maximum duration of three years.

Project Summary: (This can be copied from Phase I if you choose)

Include a project summary of 250 words or less suitable for dissemination to the public. A Project Summary includes:

- The name of the applicant organization that if awarded a grant will establish an agreement or contractual relationship with the State Department of Agriculture to lead and execute the project,
- A concise outline of the project's outcome(s) and objectives, and
- A description of the general tasks to be completed during the project period, to fulfill this goal.

Project Purpose: (This can be copied from Phase I if you choose)

- Provide the specific issue, problem or need that the project will address.
- Describe the approach to addressing the issue.

- Describe the relevance and importance to the specialty crop industry.

Objectives: (This can be copied from Phase I if you choose)

- Provide at least one but no more than three objectives that this project hopes to achieve.

Project Beneficiaries: (This can be copied from Phase I if you choose)

- Provide an estimate of how many specialty crop industry members will be benefiting from this project and provide a justification for your number?
- Who are the specialty crop beneficiaries of the project and how will they be directly benefiting from the outcomes of this project?

Statement of Enhancing Specialty Crops:

By checking the box to the right, I confirm that this project enhances the competitiveness of specialty crops in accordance with and defined by the Farm Bill. Further information regarding the definition of a specialty crop can be found at

<https://www.ams.usda.gov/services/grants/scbgp/specialty-crop>.

Continuation of Project Information: (if applicable)

Is your project continuing the efforts of a previously funded SCBGP project? Yes or No

If yes, describe how the project will differ from and build on the previous efforts.

Provide a summary (3-5 sentences) of the outcomes of the previous efforts.

Provide lessons learned for potential project improvements.

- What was previously learned from implementing this project, including potential improvements?
- How are the lessons learned and improvements being incorporated into the project to make the ongoing project more effective and successful at meeting goals and outcomes?

Describe the likelihood of the project becoming self-sustaining and not indefinitely dependent on grant funds.

Other Support from Federal or State Grant Programs: (if applicable)

The SCBGP will not fund duplicative projects. Did you submit this project to a federal or state grant program other than the SCBGP for funding and/or is a federal or state grant program other than SCBGP currently funding the project? Yes or No.

If you answer yes, identify the federal or state grant programs and describe how the SCBGP project differs from or supplements the other grant program(s) efforts.

External Project Support:

- Is it clear that the project is important to the impacted specialty crop industry?
- Will industry stakeholders be actively involved?
- Describe the specialty crop stakeholders, other than the applicant and organizations involved, who support this project. At least two (2) letters of support from industry are *required*.

Expected Measurable Outcomes: Choose an outcome that best fits your project.

Please refer to [Performance Outcome Measures](#) when filling out this section.

Data collection to report on outcomes and indicators: Explain how you will collect the required data to report on the outcome and indicator.

Budget Narrative: Below are the categories allowable under this grant program.

- **Personnel:** Salaries/wages for individuals employed by your organization. Provide the # of hours or % of FTE for each budgeted personnel. Individuals not employed by your organization should be included under "Contractual."
- **Benefits:** Fringe benefits for each project participant in the Personnel category and the fringe benefit rate. A justification will need to be provided if you are applying from an Institute of Higher Education.
- **Travel:** Ground transportation, lodging and meals, mileage, and air transportation. Travel rates may not exceed

the reimbursement rates allowed by Washington State and the Federal government. Provide all detail requested in the application table. For travel rates, please view [Travel and Reimbursement Rates](#). Travel costs for contractors should be included under “Contractual.”

- **Foreign Travel:** It is recommended that applicants search the FAS (Foreign Agriculture Service) database of Global Agricultural Information Network GAIN reports (<https://gain.fas.usda.gov/#/>) to ensure that proposals will not duplicate information that already exists. Any proposal involving foreign travel must be well justified.
- **Special Purpose Equipment:** Is equipment used only for research, scientific, or technical activities and has a useful life of more than one year and an acquisition cost of \$5,000 or more. If under \$5,000, the item is considered a “supply” and should be included under “Supplies.”
- **Supplies:** Items with an acquisition cost under \$5,000. Includes items such as office supplies specifically for the project and field supplies. You will need to provide the Item description, the Per-unit cost, # of units/pieces purchased, when you will acquire them, and the amount of funds requested. Supply costs for contractors should be included under “Contractual.”
- **Contractual:** Services to be provided under a contract. Hourly rates should not exceed the salary of a Federal employee (GS-15 step 10) in your area. For current rates, please view [Salaries and Wages](#).
- **Other:** Includes all other costs. “Other” costs for contractors should be included under “Contractual.”

Indirect Costs: Indirect costs are *unallowable* under Washington’s grant program. Indirect costs are those costs incurred for a common or joint purpose benefiting more than one cost objective, and not readily assignable to the cost objectives specifically benefited, without effort disproportionate to the results achieved.

Indirect costs, including administrative overhead, are *not allowed* as part of your grant request.

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 Budget as direct costs:

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

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. In the description column, explain how the program income will be generated and how it will be used to further support the project objectives. Program income must be spent on activities that support the goals and objectives of the project and must comply with restrictions on allowable costs and activities.

This concludes the application process.

You will now upload the application, workplan, and any other required documents.

Upload Supporting Materials

Workplan Template: Click link in OpenWater to **download** the Project Workplan. When complete, click on “Choose File” to upload it to OpenWater.

Letter of Support 1: Click “Choose File” and upload your 1st required letter of support.

Letter of Support 2: Click “Choose File” and upload your 2nd required letter of support.

Letter of Support 3-6: These letters are optional but if you’d like to add more than the first two, here’s where you would do that.

Additional Letters of Support: If you have more than six letters of support, you may add them here.

Bibliography and References: Upload file here, if applicable.

University Approval: Upload file here, if required by your university.

Signature Field: Using the cursor sign your name to the application.

You may either choose SAVE to edit your information prior to submitting it or choose SAVE and SUBMIT, in which you will no longer be able to edit your information.

Multi-State Projects

A Multi-State project is a project proposed to at least two states requesting that the states fund separate budget items using SCBGP funds. Multi-State project applicants must clearly describe the multi-state nature of their project in the Concept Proposal and must identify the other states from which funds will be requested. If invited to submit a Full Proposal, additional information will be required. Please note that a multi-State proposal submitted to states other than Washington must meet the other states’ application requirements. If interested in proposing a multi-State proposal, please contact the applicable states prior to submittal for specific instructions.

Funding Priorities and Review Categories

Funding Priorities

Listed below are the 2023 funding priorities.

2023 Funding Priorities (in no ranking order)

- Control Pests and Diseases
- Develop and Enhance Domestic and International Markets
- Improve Production Practices through Innovative Technologies
- Increase the Nutritional Knowledge and Consumption of Specialty Crops
- Preserve and Increase Water Availability
- Environmental Stewardship, Conservation, and Climate Smart Agriculture

Projects that address one of the above funding priorities will be able to receive up to 5 points for their selected funding priority. Projects that do not address one of the above priorities will not receive any points for this category, however, they are still eligible for funding, as long as they meet all of the other program requirements.

Review Categories

There will be technical review groups structured around the categories listed below, so it is important to choose the category that best fits your project. Subject matter expert(s) for each category will be included in each review group.

Please select the Review Category that best fits your project.

Environmental Stewardship

In this Review Category, WSDA will consider projects that enhance soil health, conservation of agricultural land and water, and address specialty crops contribution to adaptation and/or mitigation of climate change, as well as any other projects that demonstrate environmental stewardship. Project examples include:

- Evaluation of genetic differences among honeybee subspecies for pollination improvement.
- Develop an irrigation water strategy and identify reliable mechanisms to move irrigation water to where specialty crop growers can access it.
- Implement a biological control in western Washington to establish a parasitoid wasp to control Lilly Leaf Beetle.
- Identify barriers that reduce the ability to use manure to improve soil quality and support potential solutions that will increase opportunities for growers to use this application.

Pest Management

In this Review Category, WSDA will consider projects that address pests that affect the production of Washington's specialty crops. Projects submitted to the Pest Management category should include applied research related to the probability and impact of invasive pests, and threats to specialty crops, and research to develop tools to detect, eradicate, and control pests.

Project examples include:

- Develop novel diagnostic tools and improve understanding of the pathogenicity of the plant-parasitic nematode for potatoes.
- Assess the value of removing hawthorn trees near apple orchards for reducing the incidence of apple maggot around orchards.
- Assessing the damage potential of the root lesion nematode *Pratylenchus penetrans* on raspberry varieties.

Plant Health

In this Review Category, WSDA will consider projects that address plant diseases that affect the production of Washington's specialty crops. Projects submitted to the Plant Health category should include applied research related to the probability and impact of invasive disease, and weed threats to specialty crops, and research to develop tools to detect, and control plant diseases. Project examples include:

- Develop disease resistant sources of Nordmann and Turkish fir Christmas trees to sustain future markets.
- Develop and implement practical disease management approaches that will optimize economic, horticultural and environmental aspects related to the management of hop powdery mildew.
- Evaluating new asparagus varieties for disease resistance.
- Develop a management strategy for Little Cherry Disease.
- Quantify economic impacts and financial implications of grapevine leaf roll disease on grape yield and fruit quality and determine financial benefits yielded from disease prevention and control strategies.

Innovative Technologies

In this Review Category, WSDA will consider projects that address any innovative technology that will increase the competitiveness of specialty crops. Project examples include:

- Develop mechanization technologies for reducing labor requirements for red raspberry production.
- Integrate high spatial and detailed weather predictions into the AgWeatherNet system to provide enhanced models and decision aids for planning by specialty crop growers.
- Evaluate photoselective anti-hail nets as an alternative to irrigated overhead cooling to reduce sunburn in tree fruit orchards and reduce orchard water use.
- Investigate season extension production technology, implement research trials for extended season production of leafy greens and improve processing techniques to ensure year-round availability.
- Create a mobile phone "app" to assist consumers in identifying Washington apple varieties, characteristics of the specific variety, usage and recipes by simply scanning the barcode or entering the PLU number of the apple at both the retail level and at home.

Training and Education

In this Review Category, WSDA will consider projects that address training and/or education that will increase the competitiveness for Washington's specialty crop industry. Projects might include food safety education and outreach projects to help compliance with the new Food Safety Modernization Act (FSMA). Project examples include:

- Food safety training and education for small producers and value-added food processors.
- Bridging the GAP between voluntary and required food safety standards.
- Acreage survey for tree fruits and grapes.
- Expand farmworker education in pesticide safety training.

Domestic Marketing

In this Review Category, WSDA will consider projects that address domestic marketing for Washington's specialty crops. Projects submitted can pertain to any type of domestic marketing project. Project examples include:

- Promoting healthy USA Pears to children in partnership with an entertainment company.
- Improve market access and development programs for pulses as mainstream ingredients through the training and education of food industry professionals.
- Market development and production research for the cider/perry industry.
- Developing and enhancing local and regional markets of Washington specialty nursery crop producers.

International Marketing

In this Review Category, WSDA will consider projects that will enhance or increase the opportunity for the exports of Washington's specialty crops to foreign markets, increasing the competitiveness of specialty crops. Project examples include:

- Market research to support blueberry exports to Asia.
- Consumer promotions of Washington cherries in Mexico.
- Increase market awareness and distribution for Washington wines in emerging markets in India and Mexico.
- Build consumer awareness and promote Washington fruit in cooking recipes and demonstrations through a NW Fruit Promotion Road Show in major cities of Indonesia.
- Conduct a trade development mission to Vietnam, the Philippines and Myanmar to extend market penetration and introduce fresh potato products.

Small Farm/Regional Marketing

In this Review Category, WSDA will consider projects that enhance and develop small farm/regional markets for Washington's specialty crop industry. Project examples include:

- Increasing access to wholesale markets for small and mid-sized farms in Washington.
- Farmer-buyer trade meetings to connect Washington's specialty crop producers with food buyers to increase market opportunities and sales.
- Develop a model for incubating beginning specialty crop growers, accessing new regional markets and teaching sustainable farming practices.
- Improving access to institutional markets by reducing regulatory barriers.
- Reducing market barriers for floricultural products to Puget Sound area mass merchandisers.

Food Safety Research

In this Review Category, WSDA will consider projects that address food safety for specialty crops. Such projects might include applied research projects that address "real world" food safety issues related to food and agricultural practices in the specialty crop industry, the impact of agricultural practices on subsequent specialty crop food processing; science-based practical and transferrable research projects that focus on food safety issues related to food-borne pathogen detection. Project examples include:

- Evaluate sanitation practices for reducing overall microbial levels and food safety risks in tree fruit storage bins (wood and plastic).
- Study the feasibility of sanitizing soft fruits with ultraviolet (UV-C) light to improve microbial safety.
- Validate non-pathogenic surrogates for *Listeria monocytogenes* antimicrobial intervention in fresh apple.
- Develop baseline of comparative data for indicator *E. coli* and *Salmonella* in surface water sources used for irrigation management, foliar contact and other pre-harvest applications.

Questions & Assistance

WSDA staff is available to provide applicants with an understanding of the grant selection process and requirements; however, to ensure that all applicants receive equal treatment, WSDA staff cannot provide assistance with individual Proposals. Should you have any questions about the process or requirements, please email specialtycrop@agr.wa.gov.

Request for Reconsideration

If a grant application is not invited to Phase II, Request for Full Grant Proposal, the applicant may request reconsideration based on concern for bias, discrimination, conflict of interest, and/or non-compliance with the procedures described in the Request for Proposals.

The request must:

1. State the grounds for the request for reconsideration.
2. Identify specific information in the proposal the applicant believes were misinterpreted by WSDA.

The request for reconsideration must be emailed to be in writing to the Department of Agriculture, post marked within seven (7) calendar days of the date of notification, and mailed to:

Washington State Department of Agriculture
Specialty Crop Block Grant Program
Attn: Leisa Schumaker
1111 Washington St SE/Natural Resources Building, 2nd Floor
PO Box 42560
Olympia, WA 98504-2560

Designated staff will review the request for reconsideration within seven (7) days of its receipt to ensure compliance with this policy and determine if the claims laid out in the appeal letter warrant reconsideration for invitation to Phase II, Request for Grant Proposals.

The applicant will be notified of the result of the reconsideration within 14 days of its receipt of the request for reconsideration.

How to Apply

Access the SCBGP application submittal site at [OpenWater](#).

- Save this link in your Favorites or create a shortcut to your desktop.

If you need to create a new account:

- Fill out the information required under Create New Account.
- Once your account is completed, you will be at the Home page. The Home page will contain program specific information.
 - The left-hand menu will get you to the Home page, My Profile, and Change Password. Once an application has been started or submitted, this will be reflected in the menu.

To start your application, click Apply at the top of the webpage.

Read the Eligibility Certification.

- If your project falls within the requirements, provide your signature using the cursor. Click Save and Next.

You are now in the application.

- If you'd like to add collaborators to your application, click the Manage Collaborators button to the right. Click on Add Collaborator to enter their name and email address. **NOTE:** If you are applying from a college or university, this is where you will want to add a member from your grants or contracts office.
- Answer the questions in the application. The application will automatically save periodically but a Save button is located at the end of the application.
- Once you have completed the application, click Save and Submit.

- A pop-up message will state you are submitting your application and no further changes can be made. Click OK.
- You will be taken to a screen thanking you for the submission. There will be a link to view your submission. This will allow you to print, view, or copy application.

An application does not have to be completed in one session. You can log in and out of the system as needed until the application is complete or until the application due date.

Allowable and Unallowable Costs

To be eligible for grant funding, costs must be *allowable* as defined by the federal government. Requirements vary depending on the type of organization. For details about allowable and unallowable costs, see [USDA's General Terms and Conditions](#).

If applicants have questions concerning the allowability of costs after reviewing this section, they should contact the SCBGP team at specialtycrop@agr.wa.gov.

Appendix A: Tips for Submitting Your Proposal

To help ensure that a project is accurately submitted and well-received by the technical review committee please consider the following advice when composing the concept proposal.

- Do not wait until the last minute to prepare or submit your proposal. Allow ample time for composition, research, review, and submittal. Also give plenty of time to register in the [SAM](#).
- Compose answers to questions in a word processing document so they can be checked for grammar, spelling, syntax, and overall clarity before entering them into the application submittal site **OpenWater**.
- Double-check the project budget against the Allowable and Unallowable Costs and Activities. Too many unallowable costs listed in the budget may result in disqualification.
- Check your math. Review the budget to ensure the added costs from each budget category equal the total requested funds.
- Double-check to ensure the most appropriate Review Category has been selected for the project. Identifying the most appropriate category ensures proposals are evaluated by reviewers with the most relevant expertise.
- Before submitting the full proposal, view all attached documents to ensure that the correct documents have been attached.