

Questions and Answers for Conservation Innovation Grants On-Farm Conservation Innovation Trials (OFT)

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NOTE: Questions that were repetitive are clustered together and only one answer is provided.

Administration

1. Where is the link to the application and process?

The following link gives access to the site that hosts the National Funding Opportunity (NFO) for On-Farm Trials: <https://www.grants.gov/web/grants/search-grants.html>.

2. What is the expected number of awards under the on-farm trials portion?

We estimate awarding between 10 and 20 grants. The number of awards depends on the amount requested in the proposals received.

3. There are state programs with different deadlines than the national program. Which one is relevant?

The CIG program has three components: 1) State CIG competitions 2) the National CIG competition, and 3) the On-Farm Conservation Innovation Trials. The On-Farm Conservation Innovation Trials program discussed on this webinar is a national competition only and the most accurate source of information on deadline to apply can be found at grant.gov. The national CIG competition (CIG Classic) and state CIG competitions have varying deadlines, all which can be found on grants.gov.

4. How do we get additional questions answered?

Further questions should be emailed to NRCSCIG@usda.gov.

5. Do we need to identify if we are applying for funds under the Soil Health Demonstration Trials (SHD) priority?

Yes, please identify in the executive summary which priority the proposal addresses. The NFO identifies four main priorities, they are as follows: 1) Irrigation Management Technologies and Strategies; 2) Precision Agriculture Technologies and Strategies; 3) Management Technologies and Strategies; and 4) Soil Health Demonstration Trial (SHD).

6. Do you have the opportunity number and CFDA?

The following is the funding opportunity number for On-Farm Trials: USDA-NRCS-NHQ-ON-FARM TRIALS-19-GEN0010195. The CFDA number for On-Farm Trials is 10.912, Environmental Quality Incentives Program.

Funding and Budget

7. Do you anticipate \$10M will be made available every year for *Soil Health Demonstration Trials (SHD)*?

We anticipate making available SHD funding annually, but the amount may differ year to year.

8. Where can I find more information on administrative (indirect) costs? Can I claim them as a part of my partner contribution?

Section IV.B.7 in the NFO addresses administrative (indirect) costs. For On-Farm Trials, administrative (indirect) costs cannot be reimbursed by NRCS funding. Because this opportunity excludes recovery of indirect costs from the federal portion of the budget, indirect costs may be claimed as partner contributions based on the entity's Negotiated Indirect Cost Rate (NICRA) or the de minimus rate.

Administrative (indirect) costs are usually a general fee organizations include in funding requests that represent the general costs of doing business, and may include many incidentals such as internet, electricity, copy machines, building costs, etc. The indirect cost rate for federal awards needs to be a negotiated rate with the federal government, so it varies for different geographic locations and types of organizations.

9. How are the costs reimbursed under an agreement?

In general, awardees invoice for the costs monthly or quarterly using a standard form that will be provided.

10. Can equipment be purchased with federal funding and incentive payments?

Yes, funds can be used for equipment in some instances. Equipment critical to implementing an innovative approach, providing technical assistance (TA) or carrying out an On-Farm Trials evaluation would be an allowable cost since those are eligible expenses. Guidelines for purchasing equipment with federal funding are very specific and sometimes require a grantee sell acquired equipment at the end of the project to meet the terms of the agreement. Please review the federal regulations carefully (see §2CFR [200.313](#) and [200.439](#)) before including specific equipment purchases in your proposal. In general, Federal funds may not be used to purchase facilities- related equipment (e.g. office space or a barn).

11. Is On-Farm Trials funding available for more than making incentive payments to producers?

Yes, On-Farm Trials funding can be used for the three components required of each project:

- 1) Incentive payments to producers to implement innovative approaches.*
- 2) Technical assistance to help producers implement innovative approaches.*
- 3) Evaluation of conservation and economic impacts of the On-Farm Trials.*

12. Should we include allowable direct administrative expenses (e.g. filling out reports, organizing meetings) in the budget?

Direct administrative expenses should be included when they can be specifically attributed to the project work.

13. Can NRCS staff be involved in providing technical assistance?

For On-Farm Trials, NRCS gives preference to partner entities that are able to wholly supply the implementation TA for On-Farm Trials projects, either on their own or through working with technical service providers (TSPs) or other qualified entities and individuals.

14. Does the project budget need to include costs for NRCS associated with compliance, eligibility and environmental evaluations?

No.

15. Though it is not preferred, if partners request NRCS to provide some technical assistance (TA) toward the project, would that need to be included in the budget?

Yes, all TA expenses required to carry out the project must be estimated in the application. NRCS will consider the information through the application review process. Projects selected for an award that include NRCS-provided TA are subject to negotiation prior to execution of the On-Farm Trials agreement.

16. Do we need a support letter from NRCS?

Support letters from NRCS employees are not necessary. State Conservationist reviews are a component of the On-Farm Trials review process.

17. Is training an allowable cost?

Training producers is an allowable cost and is considered TA. On-Farm Trials funding may not be used to train personnel providing TA to producers. Training costs can be included as a contribution to the project.

18. How will the producer incentive payments be processed?

Incentive payments are paid directly from awarded entities to participating producers, so it is up to the partner to propose how to provide and administer those payments.

19. Can NRCS funding for On-Farm Trials be used for outreach?

Costs to coordinate with producers who are a part of the project are broadly considered technical assistance if they are necessary to implement the project (e.g. producer meetings). General outreach costs to encourage producer participation can be counted as a partner contribution.

20. Is there any assistance to help determine appropriate incentive payment structures or amounts?

In On-Farm Trials, we rely on applicants to propose innovative incentive payment structures. [NRCS payment schedules](#) may be useful to partners as they develop incentive payments proposals. NRCS asks partners to propose the amount and composition of payments. Incentive payments may be comprised of foregone income, land rental, conservation implementation-related equipment, construction costs, evaluation costs, or other considerations necessary to facilitate effective execution of an on-farm trial. This is not an exhaustive list, but is intended to provide some basic guidance that encourages maximum creativity. The overall framework for making the payments will just be evaluated as a part of the overall project by the peer panel. Payments may not be provided to a producer for a conservation practice, system or approach for which the producer has already received, or is contracted to receive, funding through another NRCS or USDA program,

21. Can a private engineering consultant receive funds for technical assistance?

On-Farm Trials awardees may sub-contract with third-party providers to deliver technical assistance to participating producers. Sub-contract arrangements, if they will be used, should be included in On-Farm Trials applications.

22. What percentage of the total request should be allocated for incentive payments to producers, relative to technical assistance and evaluation?

There is no required ratio of the various cost categories. NRCS is asking applicants to propose and justify expenses for incentive payments, technical assistance and evaluation costs.

Eligibility - Partners and Producers

23. Is a County Department a Non-federal government agency?

Yes.

24. Are Special Conservation Districts eligible to apply for Soil Health Demo Trial?

Yes.

25. Can government agencies be sub-recipients for the grant, i.e., working in a team with universities and growers on a project?

Non-federal government agencies can be recipients or sub-recipients on the grant. Federal agencies may not receive On-Farm Trials awards, but employees of non-NRCS Federal agencies may participate in an On-Farm Trials project..

26. Can an individual producer submit a proposal?

No, the On-Farm Trials statute limits eligible entities to:

- private entities whose primary business is related to agriculture;*
- nongovernmental organizations (NGOs) with experience working with agricultural producers; and*
- non-Federal government agencies.*

27. Are universities eligible to lead an on-farm trials?

Yes, if the university is a public institution or a not-for-profit organization.

28. Can the extension of a state university receive an On-Farm Trials award?

Yes, if the extension of the state university is considered a non-federal government agency or other eligible entity (see NFO for definition), they may be eligible to receive funding.

29. Can the On-Farm Trials be placed on rangelands?

Yes, provided the proposed project addresses one of the On-Farm Trials priorities.

30. We have a range of producers we have been working with from small to very large, some of which may not meet the Farm Bill's Adjusted Gross Income (AGI) restrictions. Can I include a producer that does not meet AGI limits in the application?

AGI waivers can only be requested and granted after an On-Farm Trials project begins. A project that relies heavily on the participation of producers that exceed the AGI limitation may be vulnerable because AGI waivers are not guaranteed.

31. Does the proposal need to identify all of the producers that are participating, or can producers be selected after the grant is awarded?

The proposal does not have to identify participating producers. Applications must, however, must demonstrate that the applicant has the ability to recruit a sufficient number of producer participants to implement the project.

32. Is there a selection process we need to follow to identify producers?

No, there is no recommended process. It is the responsibility of applicants/awardees to identify and secure the participation of producers.

33. Is there any preference given to working with producers already involved in conservation practices vs. producers who have not utilized those practices?

Incentive payments must go to producers who are implementing the innovative approach in question for the first time. If an application, for example, is proposing to increase the adoption of denitrifying bioreactors, producers who have already implemented a bioreactor cannot receive an incentive payment for maintaining the practice.

34. One of our potential producer participants is prohibited by shareholders from disclosing financial information about the operation, does this automatically disqualify him from participating?

Any producer getting an On-Farm Trials incentive payment must consent to registering with Farm Service Agency (if they are not already registered) and undergoing AGI, Highly Erodible

Wetlands/Wetlands Conservation, and EQIP-eligibility checks. Producers not receiving an On-Farm Trials incentive payment are free to participate in projects however they wish.

35. Are participants required to have a conservation plan signed by a certified conservation planner (CCP)?

Producers participants are not required to have a conservation plan for the purposes of On-Farm Trials.

36. Can the same technology be deployed on multiple farms and will each farm be funded?

NRCS anticipates that On-Farm Trials projects will involve multiple participating producers on multiple fields and farms., depending on the proposed scale of a project. An application proposing implementation on a single farm or a small number of fields may not yield robust enough information to develop a credible project evaluation.

Eligibility – Project Topics and innovation

37. Can you give examples of new technology? If it is on the market but hasn't been thoroughly tested but some farmers are using it is that new?

The criteria for innovative approaches in On-Farm Trials is broad. The NFO states that NRCS will fund On-Farm Trials projects proposing the implementation of innovative approaches that have already been shown to provide conservation benefit. Applicants are responsible for sufficiently describing how their proposed approach fits the criteria in the NFO.

38. How will projects that encompass both precision agriculture and soil health demo. trial be evaluated? Will they be compared to other soil health demo. trial projects or to the general pool of proposals?

Applicants must identify the primary priority they are addressing. If a project addresses both precision agriculture and soil health, the applicant must indicate which is the primary priority.

39. How would we know that the practices do work? Does the technology or production practice need academic research backing it up?

Applicants are responsible for justifying the known conservation benefits of their proposed innovative approach.

40. How is "proven conservation benefit" defined or is it spelled out in the full notice of funding opportunity?

Applicants are responsible for justifying the known conservation benefits of their proposed innovative approach. The criteria outlined in the NFO should be reviewed carefully to help guide the justification.

41. We have a CSP contract that we are currently under, can there be any overlap between On-Farm Trials and the CSP practices?

On-Farm Trials funding cannot be used to provide payments to producers for a practice that a producer is already receiving funding for from another NRCS or USDA program.

42. If a producer has a current CSP contract can we still use that land as an evaluation/data collection point as they are not receiving an additional payment?

Yes, if the producer is not receiving On-Farm Trials funding, the land and practices in question can still be used for data collection and evaluation.

43. If we have a technology that has been used overseas that improves irrigation management and soil health can we still apply?

Yes, you can apply an innovation with a conservation benefit proven overseas if the On-Farm Trials work will be carried out in the United States and U.S. Territories (e.g. Puerto Rico, Virgin Islands, Pacific Islands).

44. Could this include implementing current NRCS conservation practices offered through the EQIP program or are we talking about different proven conservation practices?

The criteria for what constitutes an innovative approach is very broad for On-Farm Trials. An existing conservation practice funded through EQIP may be quite common in one part of the country or agricultural sector, but considered innovative in another. It is the applicant's responsibility to justify the innovative nature of their proposed approach.

45. Can practices that have been proven but don't necessarily have an NRCS practice standard be funded?

Proposed innovative approaches do not have to be a part of a current NRCS conservation practice standard.

46. Would testing of biological products that are already on the market qualify for on-farm trials?

This program is not designed to test new products, but instead it is designed to support more widespread adoption of practices that, for whatever reason, have not been widely adopted.

Criteria – General

47. Can projects be carried out in multiple states?

Yes.

Criteria - Evaluations

48. What type of data from the project will NRCS be asking for from the awardees? Such as detailed individual data or aggregated and anonymized data?

The evaluation component of On-Farm Trials projects requires both data collection and analysis to reach conclusions about the conservation and economic impacts of innovative approach implementation. NRCS may request access to data collected on individual farms and fields. NRCS is under strict producer privacy and confidentiality regulations so the use of individual producer data is safeguarded.

49. Are the evaluation protocols and methods listed?

Outside of the Soil Health Demo, applicants are responsible for proposing an evaluation approach for the conservation and economic evaluation component of their projects. Evaluation methods may be negotiated prior to agreement execution.

For economic evaluations, the NFO provides links describing an NRCS-approved case study approach

50. For the Soil Health Demo trials: Have the evaluation protocols been established? If so what are they?

Eligible entities receiving Soil Health Demo Trial awards agree to follow consistent soil health assessment protocols to evaluate the impacts of practice and system implementation. The NRCS Soil Health Technical Note on Recommended Soil Health Indicators and Associated Laboratory Procedures provides applicants with an idea of the types of soil health indicators and assessments they will be expected to use for Soil Health Demo projects. A link to this document can be found on the [CIG On-Farm Conservation Innovation Trials webpage](#). The specific protocols to be used in any given project may be negotiated prior to execution of an On-Farm Trials agreement, following consultation between the awardee and NRCS technical experts.

51. Are letters of support REQUIRED? If not required, do they improve overall score of proposal?

Letters of support are not required but are allowed. They may or may not be considered by the review panel. Any proposed third-party contributions do require a commitment letter from the contributing party.

Specific only to the Soil Health Demo

52. Is the Soil Health Demo a separate application?

No, the Soil Health Demo is one of four priority areas within On-Farm Trials.

53. Where is that soil health assessment technical note hosted online?

The NRCS technical note is available on the [NRCS On-Farm Demonstration Trials webpage](#).

54. For the soil health demo trial evaluations, is there a specific cost per sample or per producers that we can use to build our budget?

No, we do not have an established cost per sample or producer for the SHD. Applicants must propose these costs as part of their budget.

55. Do SHD proposals need to pick one of the three priorities (bottom of p. 2 of NFO), or just address one of the four national priorities at bottom of p. 4?

For the Soil Health Demo, applicants must address one of the Demo priorities listed in the NFO.

56. Will the soil health demos have minimum or maximum acreages?

No, there is no direct minimum or maximum acreage. The project needs to be substantive and large enough to provide a scientifically robust data set for evaluation.

57. Is there any special consideration for organic practices under the Soil Health Demos?

No.

Definitions and examples:

58. What defines a private entity with primary ag business type.

It is the responsibility of the applicant to justify its status as a private entity with agriculture as its primary business.

Miscellaneous

59. If a project is highly successful, will there be an option to seek additional funding during the project's lifespan?

No, there is no provision for renewing or adding additional funding during a project's lifespan.