Lessons Learned from BFRDP projects (NIFA)

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BFRDP

- Enabled by 2008 Farm Bill
- Design features:
  - Up to 3-yr projects
  - At least 25% match
  - Collaborative partnerships
  - CBO and NGO priority
  - At least 25% funds for targets
  - Regional balance and diversity
### 4 years of grants

<table>
<thead>
<tr>
<th>Year</th>
<th>Number</th>
<th>Edu-led</th>
<th>CBO-led</th>
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</thead>
<tbody>
<tr>
<td>2009</td>
<td>28</td>
<td>16</td>
<td>8</td>
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<tr>
<td>2010</td>
<td>41</td>
<td>9</td>
<td>30</td>
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<tr>
<td>2011</td>
<td>35</td>
<td>13</td>
<td>21</td>
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<tr>
<td>2012</td>
<td>43</td>
<td>14</td>
<td>29</td>
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</tbody>
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**ASTONISHING Program Diversity**

### Mary A’s Challenge
OUTCOMES – 2 years

- Targets exceeded for reaching women, socially disadvantaged, limited resource*
- Several successful programs for immigrant, refugee, and low literacy

“COUNTING” is an issue

LEVELS of OUTCOMES

- Increased knowledge
- Attitude changes
- New skills acquired
- Planned changes in behavior
- Planned to start farming

Not always reported. Low consistency.
CHANGES in BEHAVIOR

- Changed farming practices 63%
- Changed business practices 26%
- Developed farm plan 62%
- Started to farm 35%

What seems to matter in projects where new farm starts are relatively high
Mentoring

Active Networking
Peer-to-Peer Learning

Accounting and Finance
My Research Questions (new starts)

- What was the trigger?
  - From intention to investment

- What were the critical skills/training?
  - Agronomic, finance, marketing, networking, planning, fin. accounting, budgeting, cost accounting, HR
My Research Questions (new starts)

- What were the program design factors that mattered?
  - Mentoring, peer learning and support, networking, apprenticeship, hands-on
  - Bilingualism, materials, feedback/scoring, diversity of participants

My Research Questions (after 5 years)

- Still in business?
  - Causality

- What has changed in the business?
  - Production, agronomic practices, marketing, firm or financial structure, scale or scope, labor/family
  - Why?
My Research Questions (after 5 years)

- Do the meta-analysis
- Compare to meta-analyses for product and innovation centers’ clients