



WELCOME



The Guam Department of Agriculture's

RESILIENT FOOD SYSTEMS INFRASTRUCTURE (RFSI) WORKSHOP

in support of the
MIDDLE-OF-THE-SUPPLY-CHAIN

Thank you for joining us!

Tuesday, April 9, 2024

4:00 PM

Farmers' Cooperative Association of Guam
(Farmer's Coop)

For more information, please contact

RFSI@doag.guam.gov



This project is federally funded by the United States Department of Agriculture Agriculture Marketing Services.
Funding Opportunity Title: Resilient Food Systems Infrastructure Program Cooperative Agreements Funding Opportunity Number: USDA-AMS-
TM-RFSI-C-23-0001 Announcement Type: Initial Assistance Listing Number: 10.190

**The Guam Department of Agriculture's
RESILIENT FOOD SYSTEMS INFRASTRUCTURE WORKSHOP
in support of the
MIDDLE-OF-THE-SUPPLY-CHAIN**



**Agricultural Development Services
Chief John Borja**

**The Guam Department of Agriculture's
RESILIENT FOOD SYSTEMS INFRASTRUCTURE WORKSHOP
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Lead for Guam the USDA Regional Food Business Center

Michelle Crisostomo



The Guam Department of Agriculture's
RESILIENT FOOD SYSTEMS INFRASTRUCTURE WORKSHOP
in support of the
MIDDLE-OF-THE-SUPPLY-CHAIN

**For technical assistance in completing your RFSI application,
please call (671)486-4721 or (671)734-4721 to make an appointment.
CHamoru Village Suite 146**



Lead for Guam the USDA Regional Food Business Center

Michelle Crisostomo



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RESILIENT FOOD SYSTEMS INFRASTRUCTURE WORKSHOP
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**Director & Principal Investigator
Chelsa Muna**

RESILIENT FOOD SYSTEMS INFRASTRUCTURE (RFSI)


The purpose of RFSI is to assist U.S. states and territories (States) in building resilience in the **middle of the supply chain** and strengthening local and regional food systems by creating new revenue streams for their state's producers.

FUNDING SOURCE


\$420M from the American Rescue Program

USA AMS approved \$2.2M to Guam DOAG

Guam DOAG awards funds through a competitive grant process



SUB-AWARD:
INFRASTRUCTURE
minimum \$100,000
maximum of \$500,000
under 200,000 - not subject to baba



SUB-AWARD:
EQUIPMENT-ONLY
minimum \$10,000
maximum \$100,000

GRANT NOT AVAILABLE FOR LIVESTOCK OR POULTRY



Resilient Food Systems Infrastructure (RFSI)

The goal of the RFSI program is to expand capacity and infrastructure for the aggregation, processing, manufacturing, storing, transporting, wholesaling, or distribution of targeted local and regional agricultural products through:



Reduce Guam's
reliance on
imported foods



Increase and
improve processing
options for local
producers



Boost the local
agriculture sector



ALL GOALS FOCUS ON MIDDLE OF THE FOOD CHAIN PROCESS

RFSI - GRANT addresses the MIDDLE-OF-THE-SUPPLY-CHAIN

WHAT IS THE DEFINITION OF MIDDLE-OF-THE-SUPPLY-CHAIN?

The food supply chain involves the following stages:



1. Production



2. Processing



3. Aggregation/Distribution



4. Markets/Consumers

The grant focuses on the two middle stages:

2. Processing and 3. Aggregation/Distribution.

GRANT NOT AVAILABLE FOR LIVESTOCK OR POULTRY



Eligibility

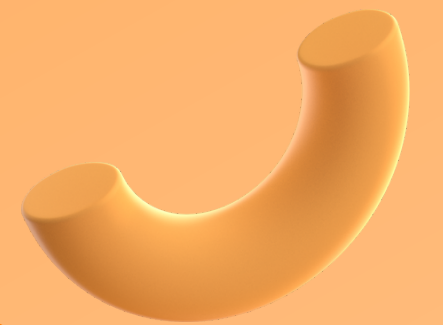
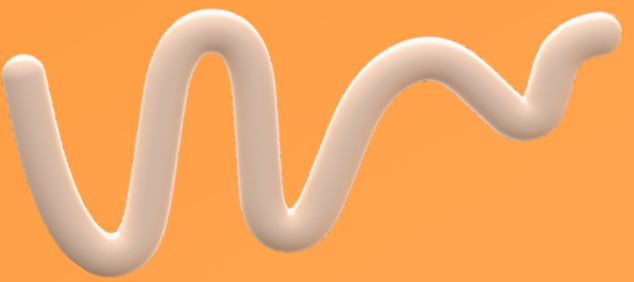
Those listed shall be that are operating middle-of-the-supply-chain activities such as processing, aggregation, distribution of targeted agricultural products



- Agricultural producers or processors, or groups of agricultural producers and processors
- Nonprofit organizations that are primarily focused for the benefit of local & regional producers, & meet the eligibility requirements of the SBA small business size standards.
- For-profit entities whose activities are primarily focused for the benefit of local and regional producers, and that meet the eligibility requirements of the SBA small business size standards.
 - meets SBA small business size standards matched to industries described in the North American Industry Classification System (NAICS).
- Tribal governments
- Institutions such as schools, universities, or hospitals bringing producers together to establish cooperative or shared infrastructure or invest in equipment that will benefit multiple producers

GRANT NOT AVAILABLE FOR LIVESTOCK OR POULTRY

Resilient Food Systems Infrastructure (RFSI) Responsibility of Applicants



Adherence to

FEDERAL REQUIREMENTS

National Environmental Policy Act
(NEPA)

SURFACE WATER, VEGETATION, WATER QUALITY,
AIR QUALITY/CLIMATE CHANGE,
SOILS & LAND RESOURCES,
GROUND DISTURBANCE,
CULTURAL RESOURCES (HISTORIC, ARCHAEOLOGICAL, TRIBAL),
SOCIOECONOMIC/ENVIRONMENTAL JUSTICE,
HAZARDOUS MATERIALS/WASTE OR TOXIC SUBSTANCES,
LAND USE AND UTILITIES

BUILD AMERICA, BUY AMERICA (BABA)

OTHER FEDERAL LAWS
MAY APPLY AS APPLICABLE

LOCAL REQUIREMENTS

5 GCA PROCUREMENT LAW

11 GCA FINANCE & TAXATION:

- CH. 26 BUSINESS PRIVILEGE TAX LAW

22 GCA BUSINESS REGULATIONS

- CH. 5 GUAM EMPLOYMENT RELATIONS ACT

22 GCA BUSINESS REGULATIONS

- CH. 9 WORKER'S COMPENSATION

OTHER LOCAL LAWS
MAY APPLY AS APPLICABLE



ALL GOALS FOCUS ON MIDDLE OF THE FOOD CHAIN PROCESS

BUILD AMERICA, BUY AMERICA (BABA)



BABA does not apply to:

- For-profit entities, either prime or subrecipient, particularly for infrastructure projects.
- Small Grants Waiver: The small grants waiver will apply to awards with total federal funding below the Simplified Acquisition Threshold, currently \$250,000.
- BABA does not apply to Equipment-Only Grants as they do not surpass this threshold.

BABA may apply to, based on AMS review:

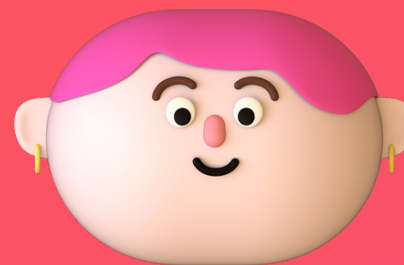
- facilities owned by public entities to determine whether BABA requirements apply, following USDA guidance to exempt de minimis grant awards and other inapplicable activities.

BABA requirements applies to:

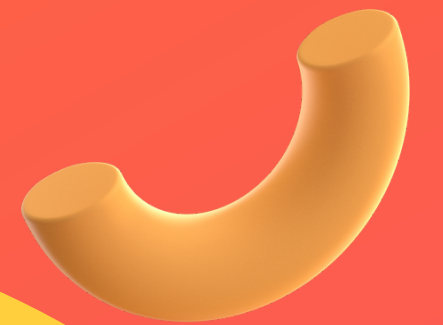
- Infrastructure Grant entities that surpass the \$250,000 threshold of applicable procurement costs must adhere to BABA.



Resource: 2 CFR Part 184 - BUY AMERICA PREFERENCES FOR INFRASTRUCTURE PROJECTS:
<https://www.ecfr.gov/current/title-2/part-184>



Resilient Food Systems Infrastructure (RFSI) Responsibility of Applicants



Funding Considerations

Successful projects will address at least one of the following criteria



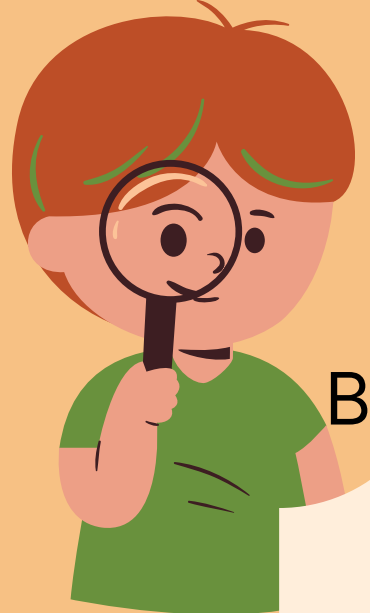
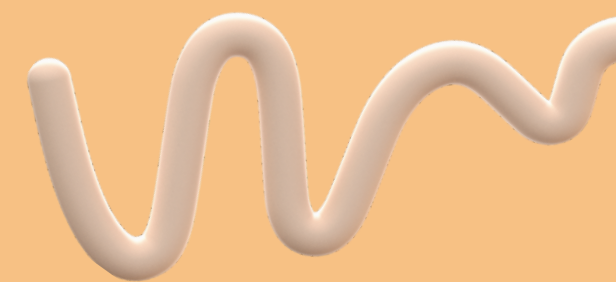
- Underserved farmers and ranchers;
- New and beginning farmers or ranchers;
- Veteran producers;
- Processors and other middle-of-the-supply businesses owned by socially disadvantaged individuals.



ALL GOALS FOCUS ON MIDDLE OF THE FOOD CHAIN PROCESS

Resilient Food Systems Infrastructure (RFSI)

OTHER FUNDING PRIORITIES TO CONSIDER



Based on a survey conducted in December 2023, the following funding priorities were determined.

These **seven priorities** included projects that:

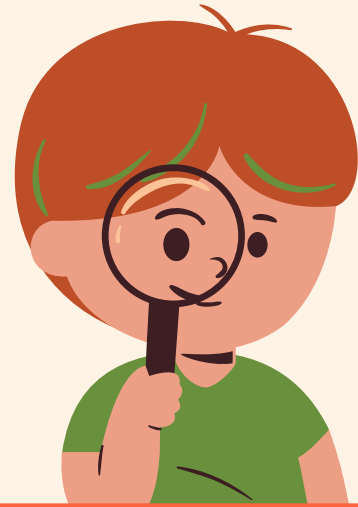
1. foster the creation of value-added products to enhance and expand the availability of locally produced goods;
2. enhance agricultural practices to address challenges posed by climate change and optimize farm operations;
3. enhance capabilities for adequate storage, transportation, processing, aggregation, and distribution of agricultural products;
4. promoting water conservation to enhance entities' ability to meet both local and federal food safety regulations;
5. build wastewater management facilities to help mitigate the financial obstacle within an infrastructure;
6. offer training to stimulate entity growth, diversification, and/or expansion, along with projects to acquire and modernize processing and manufacturing equipment;
7. offer training to enhance operations, including safe food handling, accurate record-keeping, and business formalization.

ALL GOALS FOCUS ON MIDDLE OF THE FOOD CHAIN PROCESS



Resilient Food Systems Infrastructure (RFSI)

Responsibility of Applicants



Priority Project Attributes

Successful projects will address at least one of the following criteria:



- creation of value-added products
- enhances agricultural practices to address challenges w/climate change
- enhances storage, transportation, processing, aggregation, & distribution
- promotes water conservation
- builds wastewater management facilities
- offer training to stimulate entity growth, diversification, and/or expansion, & safe food handling, accurate record-keeping business formalization



ALL GOALS FOCUS ON MIDDLE OF THE FOOD CHAIN PROCESS

RFSI Project Guidelines

Modernization of:

- processing, manufacturing, and storage facilities and equipment, including investments in tools, automation, other technologies that enhance worker safety and skills; manufacturing, tracking, storage, and information technology systems;

Construction and/or renovation:

- of existing aggregation, processing, and storage facilities, with a focus on increasing capacity and efficiencies to achieve economies of scale; of equipment/facilities to ensure food safety, including Hazard, Analysis, & Critical Control Points (HACCP) consultation, to plan developments & employee training; including training on the use of all equipment purchased under the grant & associated new processes; of on-farm infrastructure to support post-harvest washing, packaging & storage capacity with focus on reaching underserved farmers;

Development of:

- new food hubs, agricultural cooperatives, and not-for-profit intermediaries in remote and underserved areas across the state that currently do not have access to these resources; customized or installed climate-smart equipment that reduces greenhouse gas emissions, increased efficiency in water use, improvements of air and/or water quality, and/or meets one or more of USDA's climate action goals;

Investment in:

- technology & training to improve and reduce the cost of compliance with federal, state, and local food safety requirements;

Expanding:

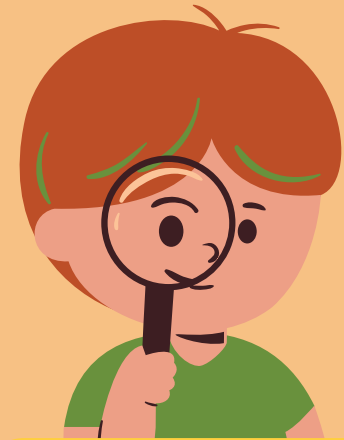
processing capacities, including adding product types, increasing production volumes, and supporting new wholesale/retail product lines;

Purchase and installation of:

- specialized equipment, such as processing components, sorting equipment, packing and labeling equipment, or delivery vehicles;

Increasing:

- packaging and labeling capacities that meet compliance requirements under applicable laws (e.g., sealing, bagging, boxing, labeling, conveying, and product moving equipment); storage space, including cold storage;



Examples of successful projects visions include 



RFSI Project Guidelines

Buildings and Land

- Construction and/or Renovation - Additions, improvements, modifications, replacements, rearrangements, reinstallations, renovations, alterations, or construction on an existing building or facility. The construction of new buildings at an existing facility and of wastewater management structures.
- Equipment Purchases of special purpose equipment (canners, hulling processors, reverse osmosis systems, egg packing machines, flotation tanks, roasters, or other processing equipment, packing and labeling equipment, or delivery vehicles) are allowable when approved in the agreement budget or with prior written approval. All equipment purchases must meet the following criteria:

Hiring term-limited personnel to assist with project implementation activities;

Purchasing special purpose equipment, including the purchase of special purpose equipment for institutions or others that will benefit multiple producers through middle of the supply chain activities such as processing, aggregation, distribution of targeted agricultural product; drying equipment, freezing equipment, freezer, or cold storage;

Analyzing facility upgrades and changes that meet regulatory requirements, obtaining design and/or architecture services, etc.;

Planning for Hazard Analysis Critical Control Points (HACCP) or other food safety or worker safety measures or equipment recommendations;

Upgrades or new facilities for processing specific agricultural products, such as on-farm post-harvest processing, preservation, and storage/cold storage;

Post-harvest cleaning and grading;

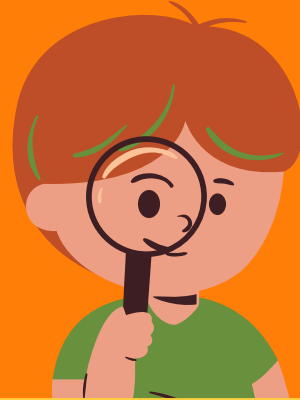
Aggregator warehouse and storage, including cooperatives;

Processing, canning, preserving, and pasteurization;

Preparation and packing;

Drying, hulling, shelling, and milling;

Cooking, baking, juicing, distilling, and fermenting.



Examples of
successful
projects
include 



RFSI Project Guidelines

Meat and Poultry - Projects focused on meat and poultry, wild-caught seafood, exclusively animal feed and forage products, fiber, landscaping products, tobacco, or dietary supplements.;

Equipment - Purchases of general-purpose equipment (e.g., general use motor vehicles, office furniture, office air conditioners, printers, and copiers) or lease agreements to own (i.e., lease-to-own or rent-to-own).

Compensation for Damage - Compensation for injuries or damage to property arising from project activities.

Purchases of Land, Buildings, and Facilities - Purchase of land, new buildings, and new facilities.

Marketing Costs - Recipients to use funds for marketing their product(s)/services(s) or organization.

Activities that have received a federal award from another federal grant program;

Claiming expenses that have been or will be reimbursed under any federal, state, or local government funding; and

While projects which have already received funding from another federal grant or subaward programs may not receive funding for the same activities through a RFSI grant, RFSI grants may build on the successes of prior funding.

Examples of
INELGIBLE
projects
include





EQUIPMENT ONLY APPLICATION

Funds will be disbursed no earlier than November 1, 2024.

Projects must be completed by November 30, 2026.

Final report is due January 30, 2027

REQUIREMENTS/ATTACHMENTS

- Applicants must attach documentation to substantiate the costs of each piece of equipment, which can include contracts, catalog pricing, or binding quotes provided by licensed commercial entities.
- Paid invoices will be required for grant reporting.
- The grant can cover the delivery and installation costs if listed in the official bid.
- When soliciting bids, please ensure they will be honored at the time of the grant funding, which will be no earlier than November 1, 2024.
- Equipment purchases must follow USDA AMS General Terms and Conditions and RFSI Specific Terms and Conditions

BUDGET NARRATIVE

- Please list and justify all expenses to be covered. If applicable, ensure that you have included Critical Resources and Infrastructure letter(s) to support the application information.
- Applicants must submit documentation to substantiate the costs of each piece of equipment, which can include contracts, catalog pricing, or binding quotes provided by licensed commercial entities.

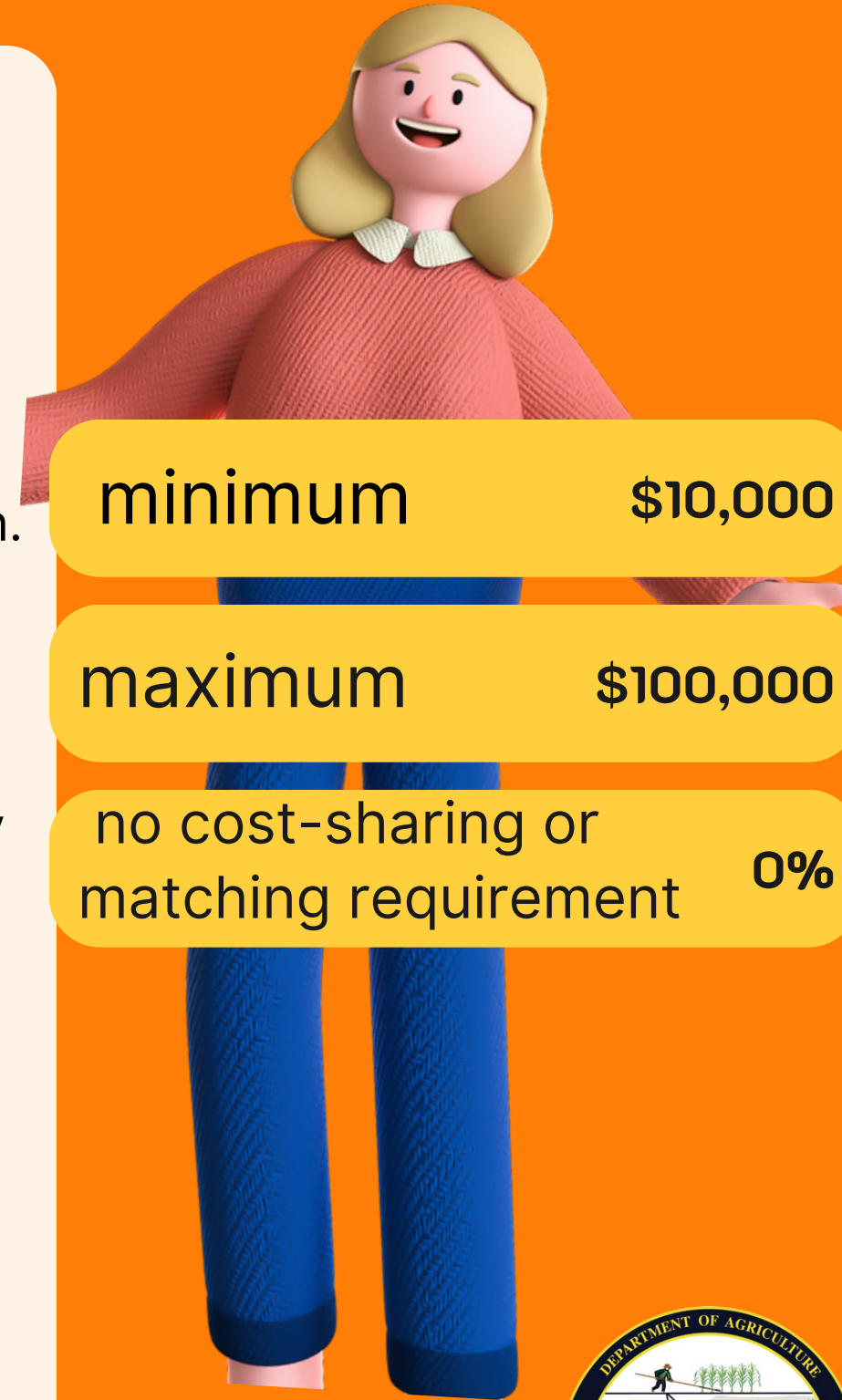
This sub-award funds only equipment purchases.

No additional activities outside of equipment will be authorized.

minimum \$10,000

maximum \$100,000

no cost-sharing or matching requirement 0%



DISTRESSED COMMUNITIES INDEX IS NOT REQUIRED

WITH FOCUS ON MIDDLE OF THE FOOD CHAIN PROCESS



INFRASTRUCTURE APPLICATION

Funds will be disbursed no earlier than November 1, 2024.

Projects must be completed by March 24, 2027.

Final report is due July 24, 2027

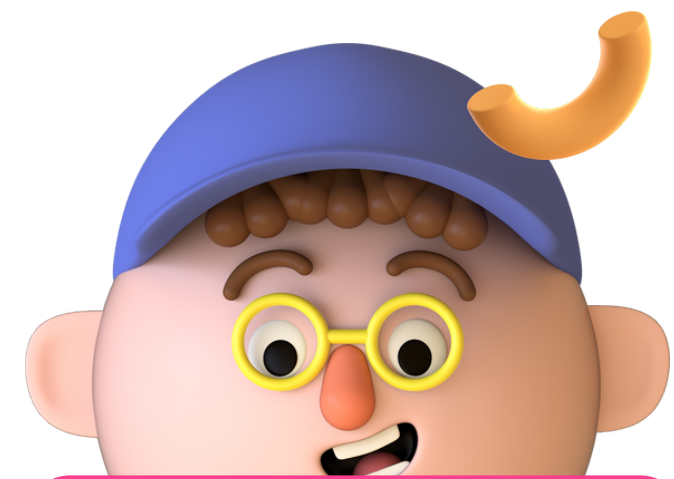
ALL PROJECTS MUST BE FOR THE MIDDLE-OF-CHAIN PROCESSES

Developing, Expanding, Modernizing, Enhancing, Increasing, Supporting, Upgrading, Repairing, Retooling, Installing, Customizing Improving, Constructing, Planning, and Training

Direct costs include, but are not limited to, compensation of employees who work directly on the award to include salaries and fringe benefits, travel, equipment, and supplies directly benefiting the grant supported project.

Indirect costs are incurred for common or joint objectives that cannot be readily identified with an individual project, program, or organizational activity. They generally include facilities operation and maintenance costs, depreciation, and administrative expenses.

Infrastructure Grant recipients having a **Negotiated Indirect Cost Rate Agreement (NICRA)** will be honored at the negotiated rate. A copy of the NICRA must be submitted with the application. Otherwise, applicants may elect to charge a de minimis rate of 10 percent of modified total direct costs (MTDC).



minimum
\$100,000

maximum
\$500,000

cost-sharing or
50% matching
requirement
OR
25% matching
requirement is
granted under
specific terms



INFRASTRUCTURE APPLICATION

Funds will be disbursed no earlier than November 1, 2024.

Projects must be completed by March 24, 2027.

Final report is due July 24, 2027

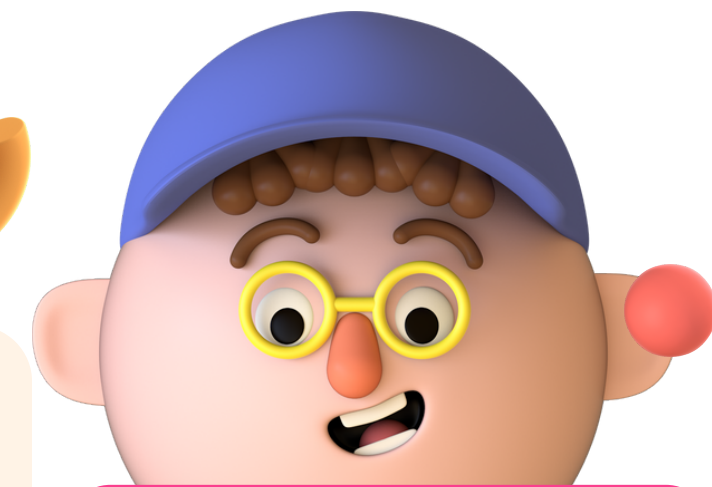
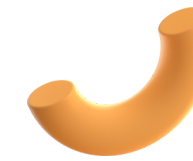
ALL PROJECTS MUST BE FOR THE **MIDDLE-OF-CHAIN** PROCESSES

Matching Fund Requirement

- Recipients are required to contribute 50% of the total proposed project cost as a match to federal funding.
- For **historically underserved farmers** and ranchers, or for other businesses that qualify under SBA categories of small, disadvantaged business, women-owned small business, or veteran-owned small business, the required match funding contribution or cost share is **reduced to 25% of the project cost**. Applicants self-certify in their applications as eligible for this reduced match.

In-kind contributions are defined, as a cost share or match for a grant, as the value of goods or services provided for the benefit of the grant program, where no funds transferred hands. For example, a partner, such as a tribal community member, may volunteer their professional expertise as a match contribution to the project. These contributions cannot satisfy a cost sharing or matching requirement for this grant program if they are used toward satisfying a match requirement under any other Federal grant agreement to which the applicant is a party.

All matching contributions must be committed or secured at the time an applicant is recommended for an award.



minimum
\$100,000

maximum
\$500,000

cost-sharing or
50% matching
requirement
OR
25% matching
requirement is
granted under
specific terms

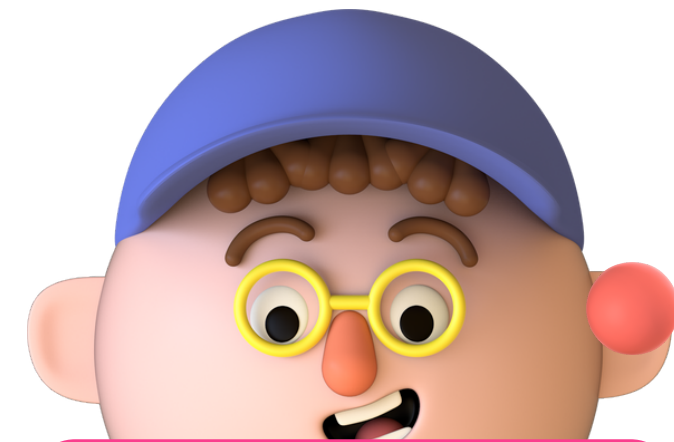
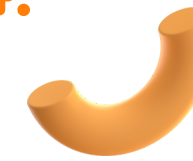


INFRASTRUCTURE APPLICATION

Funds will be disbursed no earlier than November 1, 2024.

Projects must be completed by March 24, 2027.

Final report is due July 24, 2027



minimum
\$100,000

maximum
\$500,000

cost-sharing or
50% matching
requirement
OR
25% matching
requirement is
granted under
specific terms

Evidence of Critical Infrastructure

- Critical resources and infrastructure can be facilities, land, structure, use of city street/parks, shared- used kitchen, and/or other resources that are essential for the proposed project activities. Land, structures, and other critical resources must be in place and in working condition at the time of application submission.
- Applicants are required to submit a letter indicating the critical resources that are necessary for initiation and completion of the project and certify that they are in place and committed prior to the start date of the project using the Evidence of Critical Resources and Infrastructure Template Letter on the Resources | DOAG (guam.gov).
- The letter must be submitted with your application.

Adherence to Federal Environmental Laws and Regulations

ALL PROJECTS MUST BE FOR THE **MIDDLE-OF-CHAIN** PROCESSES





RFSI Project Expectations



Grant recipients will be expected to carry out their project, maintain clear and consistent communication with DOAG, keep detailed records, and report progress in a timely manner. The following reports are contractual requirements as part of the grant program.

Semiannual Reports (Infrastructure Grants Only)

Semiannual reports track and evaluate the project's activities, progress made in meeting the project's desired outcomes, and document expenditures. Semiannual reports are submitted every six months of the project's period of performance and are due 15 days after the end of each semiannual period.

Annual Reports (Infrastructure Grants Only)

Annual reports summarize the project's activities and progress every twelve months of the project's period of performance and are due 30 days after the end of each grant year.

Final Report

A final report is required after the completion of the grant project. Final reports summarize the project's activities and evaluate the project's ability to meet the desired objectives and outcomes. A final financial report is also required for the grant project.

Equipment-Only Grant projects, the final report is due January 30, 2027.



Infrastructure Grant projects, the final report is due July 24, 2027



SUBMITTING APPLICATIONS

The application window is from April 1 - 30, 2024.

Handwritten or incomplete applications will not be processed.

A completed electronic copy of the relevant application (Infrastructure or Simplified Equipment-Only) must be emailed to RFSI@doag.guam.gov and received by the Department of Agriculture, RFSI Program, **no later than 11:59 P.M. CHamoru Standard Time (CHST) Tuesday, April 30, 2024.**

Applications received after the 12:00 A.M. deadline will not be processed or reviewed by staff.



DIGITAL COPY APPLICATIONS AVAILABLE ON THE
DOAG WEBSITE UNDER RESOURCES TAB

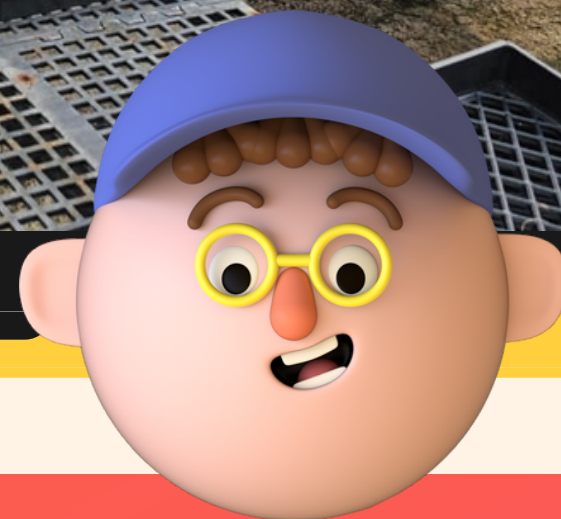
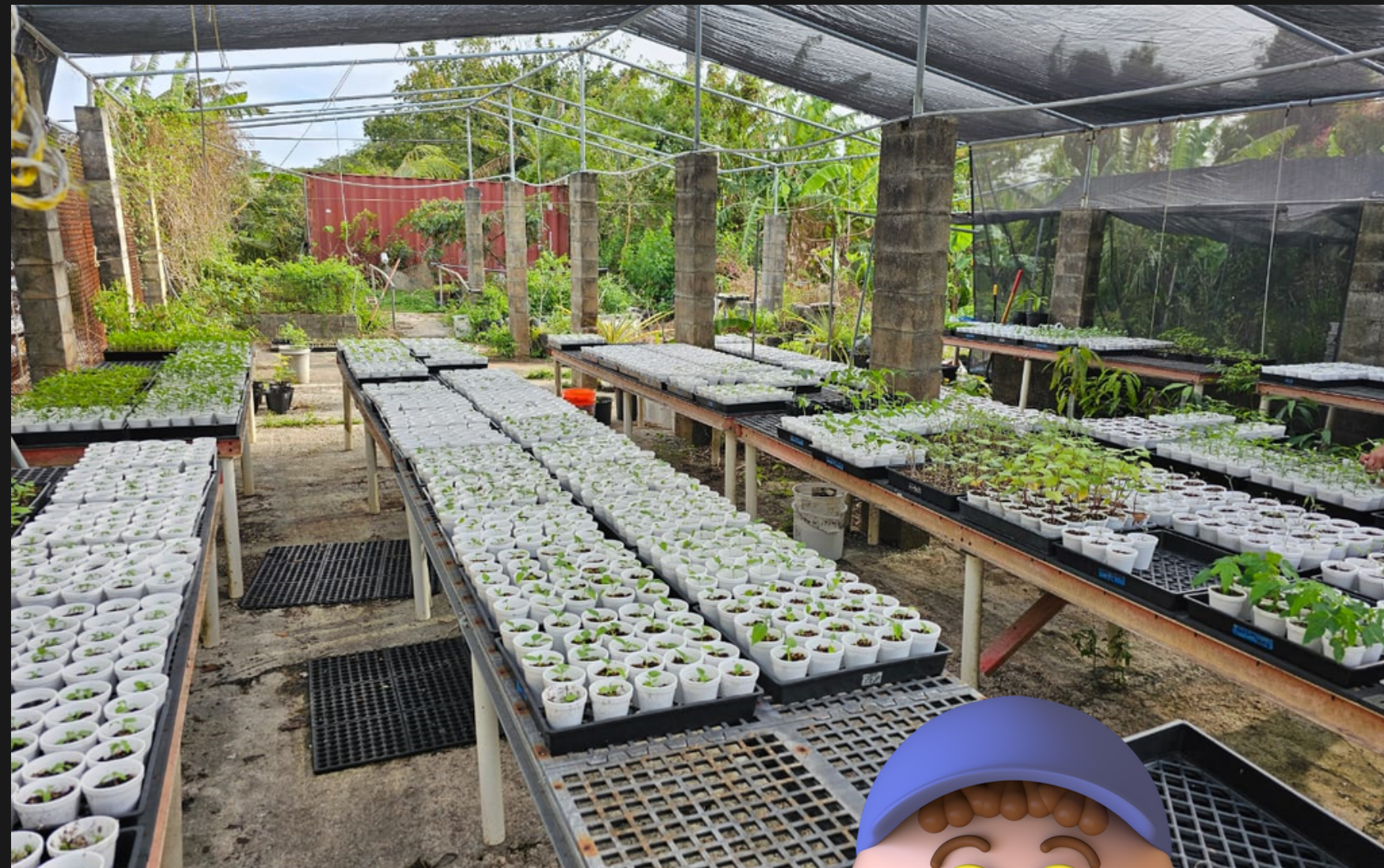
DOAG-ADS FOOD SECURITY NURSEY

Chris Leon Guerrero FSN - Management

MISSION

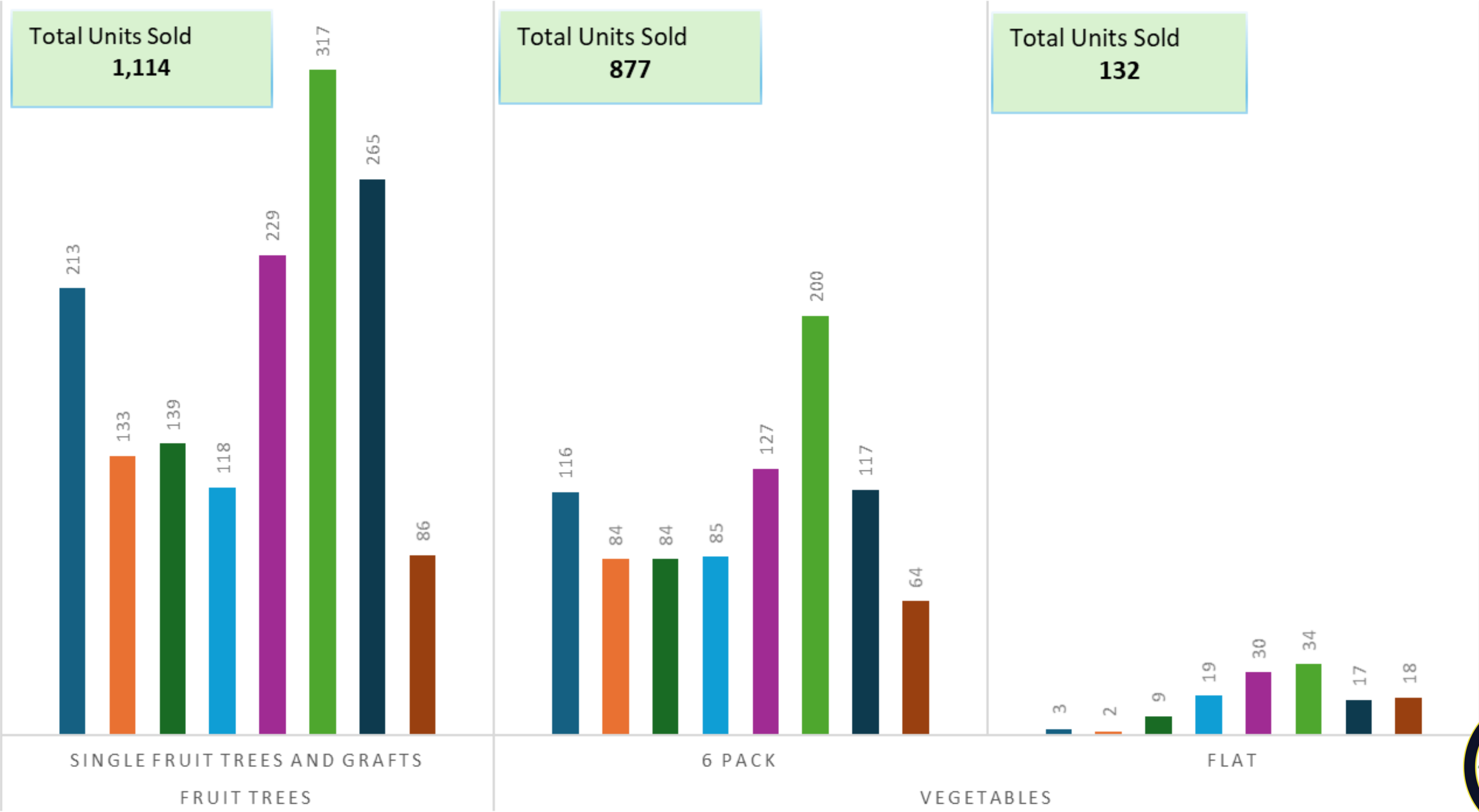
To provide our island residents with agricultural services such as:

- farming and gardening consultations,
- promotion of indigenous practices,
- to encourage regenerative agricultural practices,
- to provide affordable plant resources
- grant opportunities,



FOOD SECURITY NURSERY SALES FY'23

■ OCTOBER
 ■ NOVEMBER
 ■ DECEMBER
 ■ JANUARY
 ■ FEBRUARY
 ■ MARCH
 ■ APRIL
 ■ MAY



Si Yu'os Ma'ase ginen i Guam Department of Agriculture

Na' safu hamyu!

BIBA MES CHAMORU



**Sen Agridesimentu:
Farmers' Cooperative
Association of Guam
(Farmer's Coop)
DOAG Food Security Nursey
DOAG ADS Staff
DOAG Forestry**