

Extension Risk Management Education Competitive Grants Program

2026 Grant Application Webinar

1PM Pacific Time – October 2, 2025



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WESTERN
EXTENSION
RISK MANAGEMENT
EDUCATION



United States
Department of
Agriculture

National Institute
of Food and
Agriculture

Extension Risk Management Education Competitive Grants Program

2026 Request for Applications – 3 Funding Opportunities

Grant Application Webinar



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Webinar Instructions

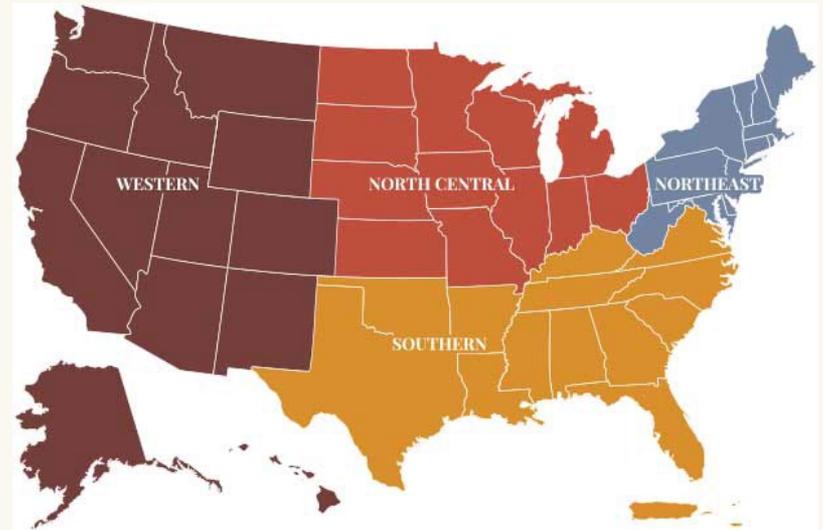
- Please MUTE participant microphones to minimize background noise.
- The webinar is being recorded.
- Use the Chat function to type in your questions.
- Questions will be answered at the end of **each section**.

RFA and Webinar Overview

- Who We Are and What We Do
- Funding Program Areas – Key Objectives
- Regional Priorities
- Evaluation Criteria
- Outcome Development
- Discussion Forum
- Application and Submission Information

Western Extension Risk Management Education Center (Western Center)

- One of four regional Extension risk management education centers in the U. S.
- Administer a competitive grant program in the 13 western states and U.S. affiliated Pacific Islands
- Supported by funding from the USDA National Institute of Food and Agriculture (NIFA)
- <http://westrme.wsu.edu/>



Extension Risk Management Education

Purpose and Rationale

- Ag Risk Protection Act of 2000
 - ❑ Legislative Mandate: “....to educate agricultural producers about the full range of risk management activities.”
- Section 11125 of the *Agricultural Improvement Act of 2018*
 - ❑ Authority and Funding: “...Expanding ERME to provide education on the use of crop insurance for the full spectrum of crops and livestock.”

Our Goal

To help farm and ranch families improve their **economic viability** through targeted risk management education.

Extension Risk Management Education

- **Economic Viability:**
 - **Economic viability refers to the farm's or ranch's ability to improve profitability and to increase opportunities for equity growth over time.**
 - **Successful applications will clearly identify how their proposed outcomes enhance farm or ranch economic viability; and/or help farm and ranch families improve quality of life.**

ERME Risk Areas:

Introduction to Risk Management

Understanding Agricultural Risks:

////// PRODUCTION ////

////// MARKETING ////

////// FINANCIAL ////

////// LEGAL ////

////// HUMAN ////

Second Edition, 2013¹

BY

*Laurence Crane, Gene Gantz,
Steve Isaacs, Doug Jose,
Rod Sharp²*

PUBLISHED BY

*Extension Risk
Management Education
and Risk Management Agency*

WITH FUNDING BY

*United States Department
of Agriculture*

[Intro-Risk-Mgmt.pdf](#)

[http://extensionrme.org/
pubs/Intro-Risk-
Mgmt.pdf](http://extensionrme.org/pubs/Intro-Risk-Mgmt.pdf)

2026 RFA – Three Program Areas Three Funding Opportunities

1. Risk Management Education Projects

- a. \$75,000 Maximum Award Amount

2. Underutilization of Crop Insurance Projects

- a. \$100,000 Maximum Award Amount

3. Exploratory Projects

- a) \$10,000 Maximum Award Amount

Risk Management Education Projects

- Key Objectives:
 - To help producers understand the risks inherent in their operations
 - Proposed outcomes should include specific actions that producers will take to lessen these risks, including effective use of methods and tools for implementing best risk management practices
 - Outcomes should be scaled appropriately for your target audience.

Underutilization of Crop Insurance Projects

- Key Objectives:
 - To help producers who underutilize crop insurance better manage risk in their operations.
 - Proposed outcomes should lead to an enhanced understanding and use of crop insurance tools; or effective use of other risk management strategies when a crop insurance program is not available.

Resource: [The Fundamentals of Federal Crop Insurance](#)

Exploratory Projects

- Key Objectives:
 - To initiate new ideas and/or emerging risk topic areas to better address farmer/rancher risk education needs.
 - Organizing and hosting producer education workshop(s) or a conference that can lead to application for an Education or Underutilization of Crop Insurance project in a future year.

Western Regional Priorities

A. Labor

- Projects that can address innovative labor development strategies, labor retention and labor regulatory compliance.

B. Disaster Preparedness

- Projects with a focus on strengthening producer financial resiliency and improved recovery capacity after a disaster.

Western Regional Priorities Cont.

C. Profitability

- Projects with innovative strategies to strengthen financial management and decision making, including the use of crop insurance as a risk management strategy.

D. Ecological & Environmental Adaptation

- Projects which address tools for adaption, including water conservation, and insurance to mitigate crop and livestock loss.
- Might also be addressed as a seed project in the Exploratory Project category.

Regional Priority Resources

ERME Completed Projects,

- Outstanding Project Curriculums
 - Improving Resilience Management (WA Forest Producers)
 - Wildfire Resilience (CA producers)
 - Western Meat School
- Ag Risk Library,
- Rural Tax,
- AgFTAP,

Evaluation Criteria – Risk Management Education Projects

- ❑ Proposed Outcomes – 40% Weight
- ❑ Regional Priorities – 10% Weight
- ❑ Results Verification – 10% Weight
- ❑ **Producer Demand – 15% Weight**
- ❑ Team/Organizational Capacity and Collaborators – 15% Weight
- ❑ **Review of Past Projects and Innovative Approaches – 10% Weight (Prior Slide)**

Evaluation Criteria – Underserved Projects

- ❑ Proposed Outcomes – 40% Weight
- ❑ Regional Priorities – 10% Weight
- ❑ Results Verification – 10% Weight
- ❑ Project Audience– 15% Weight
- ❑ Team/Organizational Capacity and Collaborators – 15% Weight
- ❑ Review of Past Projects, Innovative Approach and Wide Application – 10% Weight

Evaluation Criteria – Exploratory Projects

- ❑ Proposed Outcomes – 30% Weight
- ❑ Regional Priorities – 10% Weight
- ❑ Results Verification – 10% Weight
- ❑ Project Narrative– 25% Weight
- ❑ Team and Collaborators – 15% Weight
- ❑ Review of Past Projects, Innovative Approach and Wide Application –10% Weight

Outcome Based Applications

Writing Measurable Outcomes

RVS Outcome input screen

What Producers Will Understand, Develop, or Implement

Proposed risk management outcomes are what you anticipate participants will learn, achieve, and apply through their participation in your project. At the end of your program delivery, the proposed risk management outcomes should put producers in a better position to manage their overall financial risk. Do not confuse the actions your project team takes or materials they develop with the proposed risk management outcomes for producers.

+ Add New Item

Add New Result

Outcome

(0 / 25 word limit)

Topic

-- Pick a Topic --

Producer Action

- Understand - learn, increase awareness, identify
- Develop - write, conduct, obtain, create
- Implement - adopt, establish, incorporate, initiate, use

Estimated number

When Will You Verify?

- Before Program
- During Program
- Immediately After Program
- Prior to end of grant

How will you Verify?

Outcome Development

Understand

Develop

Implement

12 outcomes total

- Realistic for your target audience?
- Scaled appropriately? (not just understand)

RUN A CHECK ON YOUR OUTCOMES

*The results or changes that occur in **participants** as a direct result of a project's activities.*

“SMART” OUTCOMES

- **Specific**
- **Measurable**
- **Achievable**
- **Relevant**
- **Time-Bound**

Who (the target subject) +

Producer action (understand/ develop/ implement)+

What (expected results/ change for participants)

Outcome Pitfalls...

❑ Participation is not an outcome

x number of producers will attend a workshop/field day/conference etc.)

❑ Multiple producer outcomes in one outcome

Producers will develop record keeping systems, business plans and marketing strategies.

❑ Courses and tools are not outcomes

X number of producers will benefit from this decision aid (how?)

Outcome Development

Quality and validity of an outcome results in quality and validity of data ~

Can each proposed outcome be measured to show achievement by participants?

Logic Models

Inputs	Activities	Outputs	Outcomes		
			Short Term	Intermediate	Long-Term
What we invest...	What we do...	Results in...	These changes...		...and Impacts
Staff Volunteers Time Money Materials Equipment Technology Partners	Conducts workshops meetings Deliver services Develop products curricula resources tools Train, teach Provide counseling support Assess Facilitate Partner Outreach to media networks	Quantitative or verification of objectives met Amounts Levels Targets Dollars spent	Learning Awareness Knowledge Attitudes <u>Skills</u> Motivations	Action Behavior Practice Decision-making Policies Social Action	Conditions Social Economic Civic Environmental

Logic Models

Project Team

Farmer/Rancher Participants

Inputs	Activities	Outputs	Outcomes		
			Short Term	Intermediate	Long-Term
What we invest...	What we do...	Results in...	These changes...		...and Impacts

Outcome Development & Public Value

- ❑ Relevance of the learning objective – precondition(s) for change (Understand)
- ❑ Response – ability of participant to develop/acquire a skill (Develop)
- ❑ Results – ability to adopt/implement skills (Implement)

*Relevance + Response + Results = Public Value
(Statements)*

How will you Verify ?

Direct Measures of Participant Learning

- Provide tangible proof that an outcome has been achieved:
 - Pre/post Tests, Quizzes
 - Homework Assignments (business plan draft, farm/ranch assessment for potential agritourism activities etc.)
 - Presentations (presentation of business plans, farmer/rancher videos demonstrating practices/strategies being put in place)
 - Interviews designed to demonstrate proficiencies
 - Direct Observation

Indirect Measures of Participant Learning

- Measure behavior changes/attitudes/values/perceptions:
 - Retrospective Evaluation
 - Satisfaction surveys
 - Interviews
 - Focus Group Discussions
 - Testimonials

When Will You Verify?

- **Time** of Measurement (Project Steps)
 - Before program
 - During program
 - Immediately after program
 - Prior to end of grant

RVS Outcome input screen

What Producers Will Understand, Develop, or Implement

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Outcome

(0 / 25 word limit)

Topic

-- Pick a Topic --

Producer Action

- Understand - learn, increase awareness, identify
- Develop - write, conduct, obtain, create
- Implement - adopt, establish, incorporate, initiate, use

Estimated number

When Will You Verify?

- Before Program
- During Program
- Immediately After Program
- Prior to end of grant

How will you Verify?

Other Application Sections

Project Outcomes Narrative – (400-word limit)

- Describes rationale for project
 1. Identifies risk areas related to proposed outcomes
 2. Demonstrates appropriate educational approach for target audience
 3. Describes a plan for evaluating producer outcomes
 4. Estimates anticipated economic impact

***Logical connection between your Project Narrative and Proposed Outcomes*

Your Project Rationale

- Underlying **assumptions** or **rationale** for how your project activities will lead farmers and ranchers to the desired outcomes.
 - ❑ Why will your activities and projected risk management outcomes make a difference?
 - ❑ What improvements in risk management does your project aim to fill for producers?
 - ❑ Why is this significant to agricultural economic viability in your locale or region?

Project Overview (200-word limit)

Describes:

1. Estimated number of participants/workshops
2. Locations
3. Risk topic areas covered
4. Numbers of participants expected to achieve proposed outcomes

***Logical connection between your Project Overview and Proposed Outcomes*

Other Important Sections – Cont.

➤ Project Steps

- Plan of work with an accurate and realistic timeline for program delivery (how will these activities lead producers to the desired outcomes)
- Timeline for Evaluation (When Verified/How Verified)

➤ Tools and Curriculum

- Describe educational tools and curriculum
- Describe delivery methodology

***These sections – while not weighted, should inform and support the evaluation criteria.*

Winning Applications...

- ❑ **Clear Risk Focus:** Articulate specific risks faced by your producer audience
- ❑ **Measurable Outcomes:** Define concrete goals, scaled appropriately for your target audience
- ❑ **Collaboration:** Consider partnerships for extending existing tools and curriculum tailored to your community of producers

Winning Applications...

- ❑ **Showcase Your Relevance:** Highlight your team's expertise and/or your innovative approach.
- ❑ **Innovation:** For Exploratory projects, emphasize the potential for future expansion
- ❖ **Tip Spotlight:** For Exploratory projects, think “proof of concept”. How can your \$10K project lay the groundwork for bigger initiatives?

Evaluation Resources

<https://westrme.wsu.edu/award-management/tools-for-project-directors/>

- [Refining Project Outcomes \(PDF\)](#)
- [Refining Project Outcomes Video](#)
- [Program Evaluation and Reporting Best Practices](#)
- [Program Delivery Best Practices](#)
- [Evidence Based Programs & Impact Evaluation – Utilizing a Theory of Change to Achieve Public Value Level Impacts – Presentation.pdf](#)
- [Performance Measures – An Article Tutorial](#)
- [Program Evaluation – An Article Tutorial](#)
- [Ripple Effect Mapping – An Article Tutorial](#)
- [Systems Evaluation Model \(pdf\)](#)

Discussion Forum

- Topic areas you are considering?
- How do you research past projects and/or mine different resources that could compliment and/or strengthen your project idea?
- How do you structure partnerships and collaborate to benefit the producers being served?
- How do you recruit participants?

2026 RFA

Submission & Award Timelines

- Application Submissions, DUE by Thursday **November 13, 2025**
- Award Decisions Announced by February 13, 2026
- Project Period – April 1, 2026 to September 30, 2027

Budget Detail

- Consistency
 - Requested funding amount must be the same in the budget, budget narrative and on the ERME Cover Sheet (SF 424).
- Budget Review
 - Designated person inside your organization with budget expertise

Budget Detail

- Indirect Cost Rate
 - Limit to 30% of the total Federal funds awarded.
 - 42.857% of Total Direct Costs
 - If your organization does not have a federally negotiated indirect cost rate, an F&A rate of 15% Modified Total Direct Cost (MTDC) will be allowed.
 - *Follow the instructions as per Appendix A of the RFA.*

Budget Detail

Can we use grant funds for food/meals?

Generally, no.

- Solution to providing meals for workshops etc, use registration fees to cover these meal expenses or have a sponsor.
- Meals consumed while in official travel status do not fall in this category.

Eligibility & Uniform Administrative Requirements

Eligible applicants must:

- a) Register with SAM (System for Award Management) and if funded (SAM.gov)
 - i. Obtain a Unique Entity Identifier (UEI) number
- b) Meet Uniform Administrative Requirements (RFA – Appendix A)

Project Director Training

- IN PERSON Project Orientation
 - ❑ Budget for travel in application

- Location: ERME National Conference –
 - ❑ Salt Lake City, Utah April 14-16, 2026

- Time – April 14, 2026 in the morning
 - ❑ Pre-Conference in afternoon

***Budget to attend full conference*

RVS System –

<https://rvs.umn.edu/Home.aspx>



Results Verification System

RVS is designed to help organizations:

-  Manage grant programs
-  Submit grant applications
-  Report accomplishments

 [Learn more about RVS](#)

Email Address

Password

[Sign In](#)

[Forgot your password?](#)

[Create New Account](#)

Start New Project Application (Green Tab at top of page)

All Available Funding

North Central ERME

Northeast ERME

Southern ERME

Western ERME



Western ERME

2026 Exploratory Projects (\$10,000)

⌚ Grant Closes: 11/13/2025

[Read the RFA](#)

[Application Resources](#)

[Apply for this Grant](#)



Western ERME

2026 Underutilization of Crop Insurance
Projects (\$100,000)

⌚ Grant Closes: 11/13/2025

[Read the RFA](#)

[Application Resources](#)

[Apply for this Grant](#)



Western ERME

2026 Risk Management Education Projects
(\$75,000)

⌚ Grant Closes: 11/13/2025

[Read the RFA](#)

[Application Resources](#)

[Apply for this Grant](#)

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Click the name of the document you wish to download. The form will open in another browser window. You may see a message that says "Please wait..." – you may proceed to download the file. From here, click the download button in the upper, right-hand corner of the screen (a down arrow). This will bring up the standard dialog box with your local and network save options. Save the PDF in this location.

Once saved, exit out of the browser window and open the PDF on your machine. From this point on, you should be able to edit and save the file as needed without worrying about losing your changes.

A rectangular button with a red border and a light blue shadow. On the left is a red icon of a person sitting at a desk. To the right of the icon, the word "Resources" is written in a red, sans-serif font.

Application Tutorial

Application Tutorial - Exploratory Funding Opportunity

Application Tutorial - Underserved Audience Funding Opportunity

Reporting Tutorial

ERME Budget Form

ERME Budget & Budget Narrative Instructions

ERME Sample Budget Narrative

ERME Cover Sheet (SF 424)

ERME Cover Sheet Instructions

RFA Definitions

ERME Retrospective Evaluation Presentation

Proposal Resources

- **Refining Project Outcomes:** https://wpcdn.web.wsu.edu/wp-wsucahnrs/uploads/sites/2162/2025/09/RefiningProjectOutcomes_ERME2025.pdf
- **Performance Measures:** <http://westrme.wsu.edu/news/>
- **RME for Native American Farmers and Ranchers:** <https://s3.wp.wsu.edu/uploads/sites/2162/2018/04/RME-Unique-to-Amer-Indians-Findings-12-17.pdf>
- **Tribal MOU Development:**
- <https://s3.wp.wsu.edu/uploads/sites/2162/2017/01/Tribal-MOU-Development.pdf>
- **RME for Hispanic Farmers and Ranchers:** <https://s3.wp.wsu.edu/uploads/sites/2162/2017/10/Hispanic-Fact-Sheet-2015.pdf>
- **The Fundamentals of Federal Crop Insurance:** <https://www.uaex.uada.edu/publications/PDF/MP576.pdf#search=crop%20insurance>

Office Hours

First Office Hours: October 16, 2025

11 AM – 1 PM Pacific Time

Zoom URL:

<https://wsu.zoom.us/j/99922874263?pwd=RpTrbKYt2inNEi8MbsgcPbphhGzQw0.1>

Second Office Hours: November 3, 2025

11 AM – 1 PM Pacific Time

Zoom URL:

<https://wsu.zoom.us/j/99317969791?pwd=QSNukqQbuS29BLM9E9Kiqq27Cul82g.1>

Thank you!

Questions?

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