

Extension Risk Management Education Competitive Grants Program

2027 Grant Application Webinar

1PM Pacific Time – October 1, 2026



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National Institute of Food and Agriculture
U.S. DEPARTMENT OF AGRICULTURE



EXTENSION
RISK MANAGEMENT
EDUCATION

ExtensionRME.org

Extension Risk Management Education Competitive Grants Program

2027 Notice of Funding Opportunity 3 Funding Categories

Grant Application Webinar



National Institute of Food and Agriculture
U.S. DEPARTMENT OF AGRICULTURE

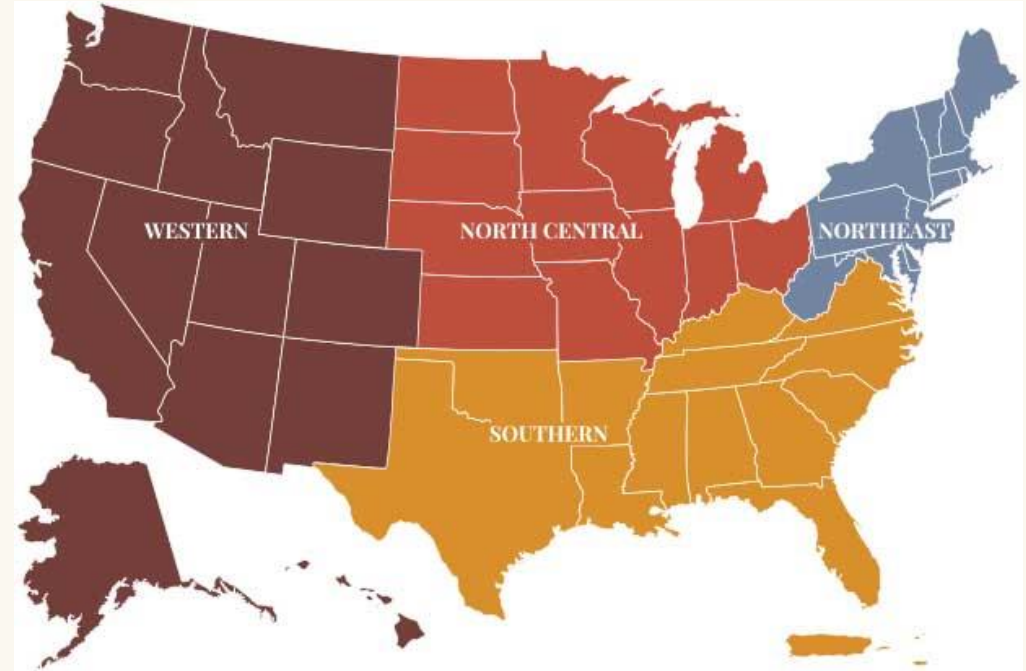
Today's Topics

- Western Center (and its aims)
- 2027 funding program categories
 - Regional priorities
- Outcome Based Applications
- Application and submission
- Insights for competitive applications

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

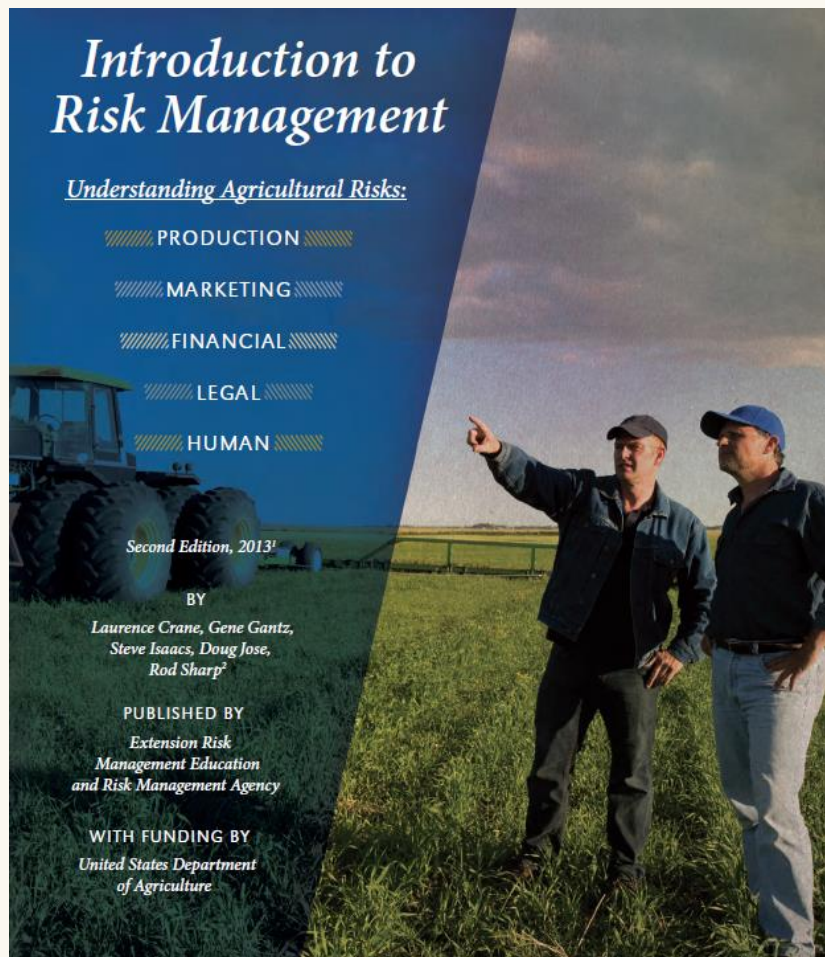
Legislative mandate: “...to educate agricultural producers about the full range of risk management activities.”

- *Ag Risk Protection Act of 2000*

Authority and funding: “...Expanding ERME to provide education on the use of crop insurance for the full spectrum of crops and livestock.”

- Section 11125 of the *Agricultural Improvement Act of 2018*

ERME Risk Areas:



- Production
- Marketing
- Financial
- Legal
- Human

<http://extensionrme.org/pubs/Intro-Risk-Mgmt.pdf>

Our Goal

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



Our commitment

The Extension Risk Management Education program is committed to:

- **Fostering** risk management outcomes with real impacts for producers
- **Documenting** impacts through comprehensive, evaluation efforts
- **Demonstrating** impacts through evaluation results, success stories, and outstanding projects

2027 Notice of Funding Opportunity (NOFO) Submission & Award Timeline

- Application submissions DUE by Thursday, **November 12, 2026** at <https://rvs.umn.edu/>
- Award decisions announced by February 12, 2027
- Project Period: March 1, 2027 to September 30, 2028

2027 NOFO – Three Program Areas

1. Risk Management Education Projects

\$75,000 maximum award amount

2. Underutilization of Crop Insurance Projects

\$100,000 maximum award amount

3. Exploratory Projects

\$10,000 maximum award amount

1. Risk Management Education Projects

- Should address any of the 5 risks: production, marketing, financial, legal, human
- Activities should provide decision tools, practices and strategies which can be used to manage risk (and improve economic viability)
- Outcomes should include specific actions that producers will take to lessen these risks, including effective use of methods and tools
- \$75,000 maximum; 18 month time period

2. Underutilization of Crop Insurance Projects

- Should help producers who underutilize crop insurance to better manage risk in their operations
- Activities should provide decision tools, practices and strategies which can be used to manage risk (and improve economic viability)
- 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.
- \$100,000 maximum; 18 months

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

3. Exploratory Projects

- Should initiate new programs/collaborations to better address farmer/rancher risk education needs
- Should address any of the 5 risk topics: production, marketing, financial, legal, human
- \$10,000 maximum; 18 months



Western Region Priorities

A. Understanding and Effectively Using Farm Safety Net Programs

- Projects that can address theory and purpose of risk management programs including
 - Crop Insurance
 - Commodity Programs
 - Disaster Assistance
- Emphasis placed on integrating multiple (USDA) tools into whole-farm risk management plans to improve long term economic viability

Western Region Priorities, Cont.

B. Tools to Mitigate Financial Stress

- Projects are encouraged to help producers:
 - Understand and calculate cost of production
 - Evaluate enterprise profitability
 - Assess financial risk exposure,
 - Respond to market disruptions and changing economic conditions

- Projects providing tools, decision aids and innovation solutions to:
 - Strengthen business planning
 - Manage liquidity
 - Adapt to Markets

- Application of Existing Tools and Technologies

Evaluation Criteria

Evaluation Criteria

	Education and Underutilized (weight)	Exploratory (weight)
Proposed Outcomes	40%	30%
Regional priorities	10%	10%
Results verification	10%	10%
Producer demand/audience	15%	
Project narrative		25%
Team capacity and collaborators	15%	15%
Review of past projects, innovative approach and wide application	10%	10%

Outcome Based Applications

Writing Measurable Outcomes



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)*

Outcome Development

- ❑ Understand
 - ❑ Develop
 - ❑ Implement
- } 12 outcomes total

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



RVS Outcome input screen

ⓘ Important Information

Project Information

- Project People
- Project Overview
- Proposed Outcomes**
- Project Outcomes Narrative
- Project Steps
- Producer Demand
- Organizational Capacity
- Project Team
- Project Collaborators
- Tools and Curriculum
- Review Past Projects
- Additional Regions
- Budget
- Budget Narrative
- Required Documents
- Final Checklist

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 Area

- Select -

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 participant learning...

Direct Measures

- 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

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

Proposed Outcomes

Outcome	Topic	Producer action	Est #	When verified?	How verified?
1. Participants will state that they learned how weight, time, and location of sale all affect the basis of the cattle being sold.	Marketing plans and strategies	Understand	150	During Program	Session evaluation, Qualtrics
2. Participants will state that they learned how basis risk for stockers can differ from yearling calves and the different factors that influence this risk.	Marketing plans and strategies	Understand	150	During Program	Session evaluation, Qualtrics
3. Participants will learn how the CME feeder cattle index is also an important standard for measuring basis because of Livestock Risk Protection insurance.	Marketing plans and strategies	Understand	150	During Program; Immediately After Program	Session evaluation and Qualtrics
4. Participants will obtain their expected basis from the Tableau tool based on the physical characteristics of their cattle and their expected sale location.	Marketing plans and strategies	Develop	150	During Program; Immediately After Program	Session evaluation, Qualtrics
5. Participants will use the Tableau tool to determine their current expected basis and then see how their current basis compares to historical data.	Marketing plans and strategies	Implement	100	During Program; Immediately After Program	Session evaluation, review plan
6. Participants will state how they incorporated the tool into building their marketing plan including whether the tool influenced their decision to purchase livestock insurance.	Marketing plans and strategies	Implement	50	Prior to end of grant	6-month followup survey, phone interviews
7. We will use Google Analytics to measure monthly implementation of the tool through tracking site visits, unique users, and average time on app.	Marketing plans and strategies	Implement	100	Prior to end of grant	Google Analytics



Run a check on your outcomes

Are the results or changes that you want participants to achieve a direct result of your project's activities?

Are outcomes SMART?

Specific

Measurable

Achievable

Relevant

Time-bound

- Relevant to risk area?
- What will producer understand/develop/implement?
- What will be the expected result/change?

Logic Model – a helpful way to think through proposed activities

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

Outcome Pitfalls...

- ❑ Participation listed as 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 listed as outcomes

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

- ❑ Using Google Analytics to measure outcomes

We will use Google Analytics to measure implementation of our tool.





🔔 Important Information

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Tools and Curriculum

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Project Outcomes Narrative – (400-word limit)

Describes how project will improve economic viability –

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*



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Your Project Narrative

Describes underlying **assumptions** or **rationale**.

- ☐ 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?



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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*





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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.*





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westrme.wsu.edu/funded-projects/

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HOME ABOUT **FUNDING** AWARD MANAGEMENT RISK MANAGEMENT NEWS SPECIAL PROJECTS

APPLY FOR FUNDING
- 2027 WESTERN
CENTER NOTICE OF
FUNDING
OPPORTUNITY
(NOFO)

APPLY FOR FUNDING
- FARM LOAN
PROGRAM

APPLY FOR FUNDING
- MEAT AND
POULTRY
PROCESSING RFA

**COMPLETED
PROJECTS**

Completed Projects

- Alaska
- Arizona
- California
- Colorado
- Hawaii
- Idaho
- Montana
- Nevada
- New Mexico



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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



SF 424 Cover Sheet

- Download fillable form from RVS Help Home page
❑ <https://sites.google.com/umn.edu/ermervshelp/home>
- **Chrome and Firefox browsers are recommended for direct access to forms.**
- For Microsoft Edge and other browsers, a “Please wait” message will pop up.

Eligibility & Uniform Administrative Requirements

Eligible applicants must:

- a) Register with SAM (System for Award Management) and if funded (SAM.gov)

Obtain a Unique Entity Identifier (UEI) number (Enter on SF 424)

- b) Meet Uniform Administrative Requirements (NOFO – Appendix A)

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 NOFO.*

Budget Detail

Participant Trainee Support Costs

- Consult with us if considering these costs

Grant funds for food/meals

- Use registration fees to cover meal expenses or enlist a sponsor

Budget Detail – Include budget for travel to Project Director Training

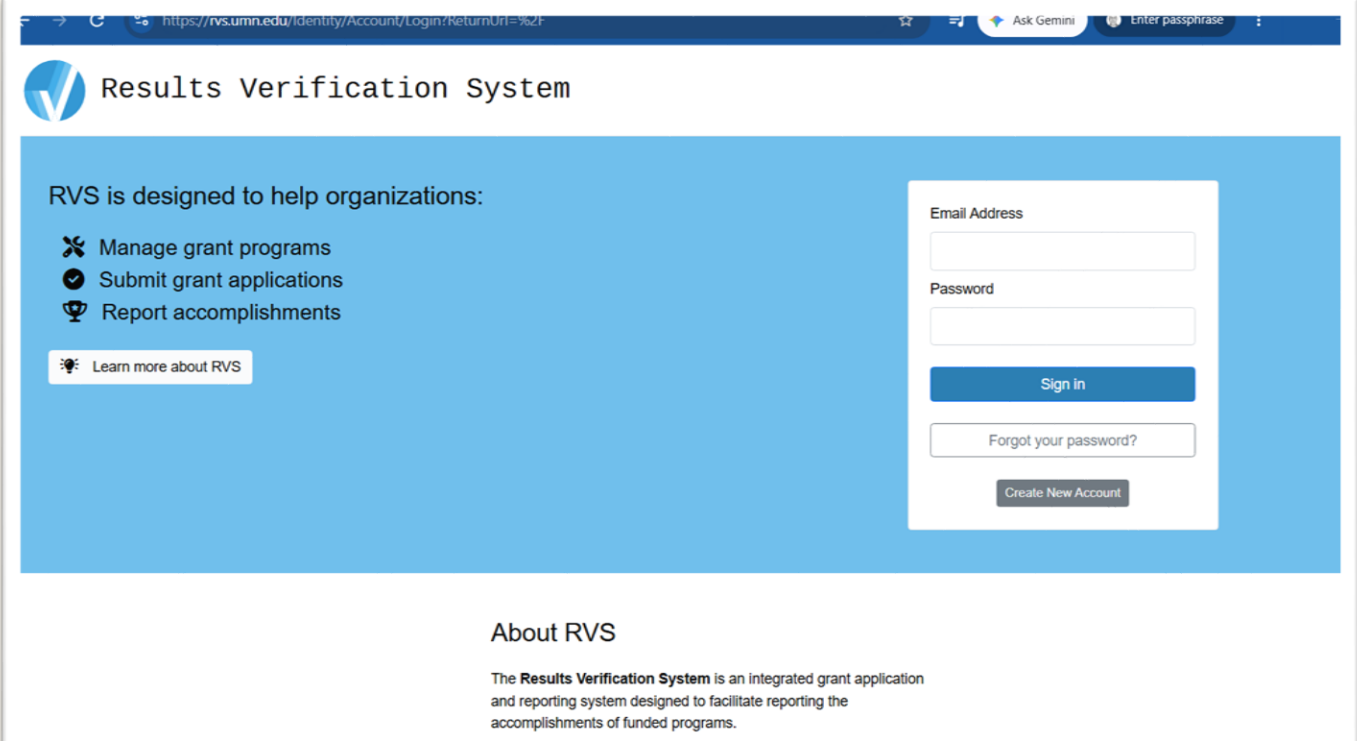
- IN PERSON Project Orientation
Budget for travel in application
- Location: ERME National Conference –
Baltimore, MD April 13-15, 2027
<https://erme.events>
- The training is April 13, 2027 in the morning
Pre-Conference in afternoon

***Budget to attend full conference*

Navigating the Results Verification Online Application System (RVS)

Application

All applications are
made at
<https://rvs.umn.edu/>



The screenshot shows the login page of the Results Verification System (RVS) at <https://rvs.umn.edu/>. The page has a blue header with the RVS logo and name. Below the header, a blue banner contains the text "RVS is designed to help organizations:" followed by three bullet points: "Manage grant programs", "Submit grant applications", and "Report accomplishments". A button labeled "Learn more about RVS" is also present. To the right, a white login form contains fields for "Email Address" and "Password", a "Sign in" button, a "Forgot your password?" link, and a "Create New Account" button. At the bottom, an "About RVS" section provides a brief description of the system.

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?](#)

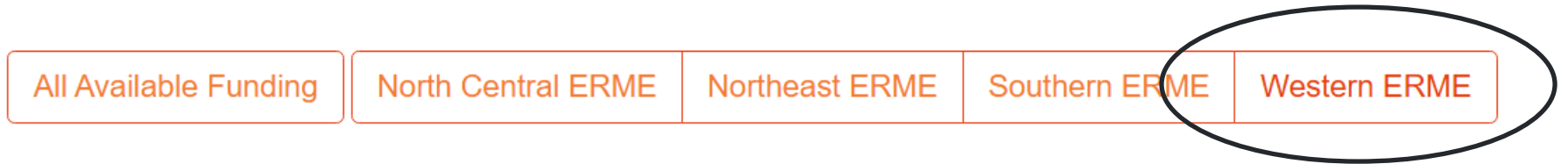
[Create New Account](#)

About RVS

The **Results Verification System** is an integrated grant application and reporting system designed to facilitate reporting the accomplishments of funded programs.

- Register and log back into the system
- My Projects: click on “Start New Project Application”

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



 **Western ERME**

2027 Risk Management Education Projects (\$75,000)

 Grant Closes: 11/12/2026

[Read the RFA](#) [Application Resources](#)

 [Apply for this Grant](#)

 **Western ERME**

2027 Underutilization of Crop Insurance Projects (\$100,000)

 Grant Closes: 11/12/2026

[Read the RFA](#) [Application Resources](#)

 [Apply for this Grant](#)

 **Western ERME**

2027 Exploratory Projects (\$10,000)

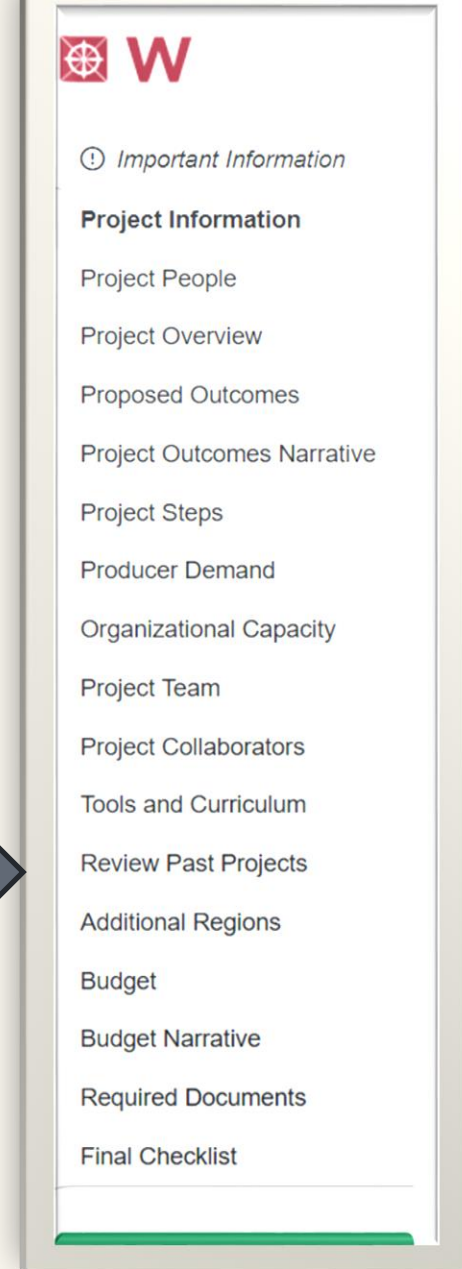
 Grant Closes: 11/12/2026

[Read the RFA](#) [Application Resources](#)

 [Apply for this Grant](#)

Application insights

- Select the correct funding opportunity
- Complete the Project Title, Project Director and Financial Contact Info
- Create a *short* and *succinct* title
- Input information for each RVS section 
- Note: word limits vary by section



Winning applications have...

- ❑ **A 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.

❑ **Innovate:** 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?

Office Hours

First Office Hours: October 15, 2026

11 AM – 1 PM Pacific Time

Zoom URL:

<https://wsu.zoom.us/j/88993773904?pwd=hDlRlbJmPkyfg5byHhMGsJCO6aN9tl.1>

Second Office Hours: November 5, 2026

11 AM – 1 PM Pacific Time

Zoom URL:

<https://wsu.zoom.us/j/85923489062?pwd=ZB6o4wNP8P7l9Ml8iywjhwHSFH8muF.1>



Regional Resources

- Western ERME Completed Projects
- Outstanding Project Curriculums
 - Agritourism Intensive 2024
 - Improving Resilience Management (WA Forest Producers)
 - Wildfire Resilience (CA producers)
 - Western Meat School
- Ag Risk Library
- Rural Tax
- AgFTAP
- The Fundamentals of Federal Crop Insurance

Evaluation Resources

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

- [Refining Project Outcomes](#)
- [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](#)
- [Performance Measures – An Article Tutorial](#)
- [Program Evaluation – An Article Tutorial](#)
- [Ripple Effect Mapping – An Article Tutorial](#)
- [Systems Evaluation Model](#)

Proposal Resources

- **Refining Project Outcomes:** https://wpcdn.web.wsu.edu/wp-wsucahnrs/uploads/sites/2162/2025/09/RefiningProjectOutcomes_ERME2025.pdf
- **Past WERME Center projects:** <https://westrme.wsu.edu/funded-projects/>
- **RME for Native American Farmers and Ranchers:** <https://s3.wp.wsu.edu/uploads/sites/2162/2018/04/RME-Unique-to-Americans-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>



Thank you!

Questions?

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