<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>USDA Rural Development Invested</td>
<td>$292 million</td>
</tr>
<tr>
<td>In Rural Kansas</td>
<td></td>
</tr>
<tr>
<td>Families or individuals</td>
<td>1,916</td>
</tr>
<tr>
<td>Received</td>
<td>$209 million</td>
</tr>
<tr>
<td>for financing to buy or repair a home in Rural</td>
<td></td>
</tr>
<tr>
<td>Kansas</td>
<td></td>
</tr>
<tr>
<td>Business</td>
<td>47</td>
</tr>
<tr>
<td>Received</td>
<td>$4.2 million</td>
</tr>
<tr>
<td>for financing</td>
<td></td>
</tr>
<tr>
<td>Community Projects</td>
<td>41</td>
</tr>
<tr>
<td>Received</td>
<td>$27.8 million</td>
</tr>
<tr>
<td>for financing</td>
<td></td>
</tr>
<tr>
<td>Communities</td>
<td>26</td>
</tr>
<tr>
<td>Received</td>
<td>$50.9 million</td>
</tr>
<tr>
<td>for improving water and sewer infrastructure.</td>
<td></td>
</tr>
</tbody>
</table>
RD has more than 40 programs to support Rural America

- **Business and Cooperative Programs** (BP)
- Single-Family Housing
- Multi-Family Housing
- Community Facilities
- Water and Environmental
- Telecommunications and Electrification

For more information: rd.usda.gov
USDA Rural Development (RD) Programs

Business Programs:

- **Rural Energy for America Program (REAP) Grants**
- **Value Added Producer Grants (VAPG)**
- Other programs:
  - Grants: AIPC, MPPEP, RBDG, RCDG, RISE, SDGG
  - Loan Guarantees: B&I, FSC, REAP
  - Relending/RLF: IRP, MPILP, RBIP, REDLG, RMAP
  - Energy: Biofuel programs, HBIIP, REPP

https://www.rd.usda.gov/programs-services/business-programs
### USDA Rural Development (RD) Programs

Four USDA Rural Development (RD) Offices in Kansas:

<table>
<thead>
<tr>
<th>Location</th>
<th>Office Type</th>
</tr>
</thead>
<tbody>
<tr>
<td>Topeka, KS</td>
<td>(State Office)</td>
</tr>
<tr>
<td>Hays, KS</td>
<td>(Area Office)</td>
</tr>
<tr>
<td>Iola, KS</td>
<td>(Area Office)</td>
</tr>
<tr>
<td>Newton, KS</td>
<td>(Area Office)</td>
</tr>
</tbody>
</table>
# USDA RD Business Programs Staff in Kansas

<table>
<thead>
<tr>
<th>David Kramer</th>
<th>Business Programs Director</th>
<th>Topeka State Office</th>
<th>(785) 271-2736</th>
<th><a href="mailto:david.kramer@usda.gov">david.kramer@usda.gov</a></th>
</tr>
</thead>
</table>

| Nancy Pletcher      | Business Programs Specialist          | Topeka State Office | (785) 271-2733 | nancy.letcher@usda.gov |
| Jennifer Yarbrough  | Business Program Specialist           | Topeka State Office | (785) 271-2727 | jennifer.yarbrough@usda.gov |
| Doug Bruggeman      | Business Programs Specialist          | Hays Area Office    | (785) 628-3081  | doug.bruggeman@usda.gov |
| Travis Snider       | Business Programs Specialist          | Newton Area Office  | (316) 282-3477  | travis.snider@usda.gov |
| William Fritz       | Business Programs Specialist          | Iola Area Office    | (620) 380-3112  | William.fritz@usda.gov |
USDA Rural Development (RD) Business Programs

Rural Area

- Business must be located in an eligible rural area
- Ineligible areas are cities or towns that have a population of greater than **50,000** inhabitants and any urbanized area contiguous and adjacent to such city or town
Rural Energy for America Program (REAP)

The program provides grant funding to agricultural producers and rural small businesses for renewable energy systems or to make energy efficiency improvements.
Rural Energy for America Program (REAP)

Program Overview

• Provides grant funding to:
  • Rural small businesses
  • Agricultural producers

• Eligible projects include:
  • Energy Efficiency Improvements
  • Renewable Energy Systems
Rural Energy for America Program (REAP)

REAP Grants
- Reimbursement after project is complete
- Up to **25% of Eligible Project Cost**
- Minimum and maximum amounts based on project type:

<table>
<thead>
<tr>
<th>Renewable Energy Systems</th>
<th>Energy Efficiency Improvements</th>
</tr>
</thead>
<tbody>
<tr>
<td>Minimum Grant Request</td>
<td>Minimum Grant Request</td>
</tr>
<tr>
<td>$2,500</td>
<td>$1,500</td>
</tr>
<tr>
<td>Total eligible project</td>
<td>Total eligible project</td>
</tr>
<tr>
<td>costs ≥ $10,000</td>
<td>costs ≥ $6,000</td>
</tr>
<tr>
<td>Maximum Grant Request</td>
<td>Maximum Grant Request</td>
</tr>
<tr>
<td>$500,000</td>
<td>$250,000</td>
</tr>
<tr>
<td>Total eligible project</td>
<td>Total eligible project</td>
</tr>
<tr>
<td>costs ≥ $2 million</td>
<td>costs ≥ $1 million</td>
</tr>
</tbody>
</table>
Rural Energy for America Program (REAP)

Applications Deadlines
• Grants under $20,000:
  • First round: October 31, 2022
  • Second round: March 31, 2023
• Grants over $20,000:
  • All applications: March 31, 2023

<table>
<thead>
<tr>
<th>Energy Efficiency</th>
<th>Renewable Energy</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lighting</td>
<td>Solar</td>
</tr>
<tr>
<td>Heating</td>
<td>Wind</td>
</tr>
<tr>
<td>Cooling</td>
<td>Small Hydroelectric</td>
</tr>
<tr>
<td>Ventilation</td>
<td>Anaerobic Digesters</td>
</tr>
<tr>
<td>Fans</td>
<td>Biomass</td>
</tr>
<tr>
<td>Automated Controls</td>
<td>Geothermal</td>
</tr>
<tr>
<td>Insulation</td>
<td>Wave/Ocean Power</td>
</tr>
</tbody>
</table>
Krehbiels Specialty Meats, Inc.

- McPherson, KS
- Replaced existing lighting with energy efficient LED lighting in the retail store and processing plant
- Energy savings with approximately 2.53-year simple payback
- Total project cost $24,285, received a $6,071 REAP grant
Peabody Market

- Peabody, KS
- Replaced inefficient coolers and refrigerators
- Significant Energy savings
- Total project cost was $36,200, received a $9,050 REAP grant
Sollo Vineyard

- Whitewater, KS
- Purchase and install a 53-kilowatt solar array
- The solar energy created will replace 80% of the business’ energy use per year
- Total project cost was $103,696, received a $20,000 REAP grant.
Value Added Producer Grants (VAPG)

The Value-Added Producer Grant (VAPG) program helps agricultural producers enter into value-added activities related to the processing and marketing of new products. The goals of this program are to generate new products, create and expand marketing opportunities and increase producer income.
VAPG Program Overview

• Provides grant funding to Agricultural producers specifically for Value-Added Activities
• Application period is once per fiscal year.
• FY 2022 has $19.75 million available
• National competition
• Match required ($1 match for each $1 grant)
• Two categories:
  • Planning Grant up to $75,000
  • Working Capital Grant up to $250,000
Value Added Producer Grants (VAPG)

Project Eligibility

Value Added Products include:

1. Undergoing a physical change (e.g., grapes to wine, wool to clothes)
2. Produced in a manner that enhances value (e.g., organic, free range)
3. Physical segregation (e.g., separate non-GMO corn field/processing line)
4. Farm/Ranch based renewable energy (e.g., manure into electricity)
5. Locally marketed agricultural product (e.g., Vidalia onions, w/in 400 miles)

At least half of the product must be produced and owned by the applicant from production through processing.
Value Added Producer Grants (VAPG)

Program Eligibility

- **Planning Grant** eligible projects include:
  - Conducting a feasibility study
  - Developing a business plan

- **Working Capital** eligible projects include:
  - Marketing and advertising expenses
  - Value-added processing costs
  - Distribution
  - Some inventory and salary expenses
Value Added Producer Grants (VAPG)

Ineligible costs

- Can **NOT** be used for:
  - Purchasing land
  - Construction
  - Purchasing equipment
    - *Can* purchase supplies, *can’t* purchase equipment
  - Agricultural production
    - *Can* purchase additional product, *can’t* pay for own production
Value Added Producer Grant (VAPG)

Bauman’s CVF

- Garnett, KS
- Process non-GMO corn, soybeans and oats into GMO-free livestock feeds
- Funds used for packaging material and purchase of 3rd party corn and soybeans
Diamond C Food Service, LLC

- Atchison, KS
- Processing and sale of beef and pork from their family farm.
- Funds used for supplies used to process their beef including saw blades, rail trolleys, vacuum bags, seasonings, etc.
- Funds will also be used for utilities, 3rd party labor, computer.
- Match is the value of the beef and hogs needed for their project.
Boot Hill Distillery

• Dodge City, KS
• Expand distribution to retail stores, brew pubs and restaurants in Kansas, Missouri, Colorado, Oklahoma and Nebraska
• Funds for processing including labor, barrels, labels, bottles, additional ingredients, etc.
• Funds for advertising, marketing and traveling, as well as distribution