



SOVA Agribusiness Information Technology Program (SAITP)

A Farm Information Technology Program for Southside Virginia

**Funded by Virginia Tobacco Indemnification and Revitalization Commission
and supported by VCE Central District and VT Office of Sponsored Programs**

Southside Virginia farmers interested in information technology improvements are invited to apply to the SOVA Agribusiness Information Technology Program (SAITP). Approximately 58 farmers in the Tobacco Region who are accepted into SAITP will be awarded 33.3% cost share funding up to \$1,200 on information technology tools for farms.

Program Guidelines

The objective of the program is to increase producer productivity, by identifying producers who are willing to introduce information technology into their business management and marketing strategies, for an overall increase in net farm income, either from increased revenue, decreased expenses or increased efficiency.

- A. *Producer Eligibility: Eligibility will be verified by producer self-certification statement, submission of a Farm Service Agency farm and tract number, and a site visit from a VCE extension agent.*
- Must be a full time resident of one of the participating Southside and Southwest Region localities, with farm land also within the participating localities: Bedford, Campbell, Dinwiddie, Franklin, Halifax, Henry, Lunenburg, Mecklenburg, Pittsylvania, Wythe, Charlotte, Appomattox, Nottoway, Brunswick, Cumberland, Buckingham, Amelia, and Prince Edward.
 - Must maintain or upgrade the components for a minimum of 5 years and file an annual report with VCE that will include results (e.g. how implementation has impacted producer's business via cost savings on inputs, increased production, increased sales, etc.). *Producer name will remain confidential and results will be reported anonymously and/or as aggregate data.*
 - **Applicant may attend one of the grant's public informational meetings which will include an educational session presented by Virginia Cooperative Extension Agents.**
 - Prince Edward Jan. 24, 2019 3-5 pm.
 - Chatham Jan. 29, 2019 9-11 am.
 - Rustburg Jan. 31, 2019 6-8 pm.
 - Must be farming at least 20 acres of crops annually (cumulative if rotating crops) AND/OR
 - Must be farming at least 20 head of cattle or small ruminants AND/OR
 - Must have minimum sales of \$1,000 from self-grown produce, meat, or agricultural products from farm, or agricultural or agritourism activities

B. Eligible components

Required Applicants <u>MUST</u> choose <u>AT LEAST ONE</u> of the best practices options listed below.
Farm Logic Software: crop production record keeping software (any version)
Cattle Pro Software* : livestock production record keeping software ("Choice" or greater) *NOTE* This program is NOT COMPATIBLE with Windows 10. Check compatibility carefully when considering purchase.
CowCalf5 Software* : cattle production record keeping software *NOTE* The developer stated that the program would work on windows 10 but it does not run as smooth as it does on older operating systems. Check compatibility carefully when considering purchase. It WILL NOT work on MAC computers.
Angus Information Management Software*: breed specific management software *NOTE* You must be a member of the Angus Association in order to purchase this product. Other breed specific software may be considered if justifiable <u>BUT</u> , requests <u>MUST BE</u> submitted for approval IN ADVANCE of any purchase.
Professional Website Development*: This practice is limited to Agribusiness operations that are establishing or enhancing a direct sales mechanism through the web site development opportunity. While e-commerce capability is not required, if it is not included, the applicant must outline the plan for specifically how the website will increase sales, including a tracking mechanism. *Note* Contractor must offer website development as a professional service and may not be a family member of the applicant.
Optional: For ALL Applicants.
Laptop Computer (OPTIONAL for all applicants): <ul style="list-style-type: none">• Minimum system requirements of 8G of memory and 256GB of static storage.
QuickBooks Financial Management Software – (OPTIONAL for all applicants): <ul style="list-style-type: none">• QuickBooks Pro for PC <i>OR</i> QuickBooks Mac Desktop for Macs
Optional: for FARMLOGIC software applicants ONLY.
IPad or Tablet (OPTIONAL for Farm Logic software applicants only) <ul style="list-style-type: none">• (must have GPS capability – Wi-Fi + cellular) with access to the Apple AppStore or the Google PlayStore (Android or iOS operating system)• Applicants who already own Farm Logic and thus are not applying for Farm Logic through this program are not eligible to receive cost-share on an IPad/tablet.• Applicants may not apply for cost-share on a laptop and an IPad/Tablet.
Optional: for CowCalf5 software applicants ONLY.
CowCalf Mobile APP (OPTIONAL for CowCalf5 software Applicants only) <ul style="list-style-type: none">• CowCalf mobile app, available through the Apple AppStore or the Google PlayStore

C. Ineligible Expenses:

- X computer display screen
- X magic keyboard / high end keyboard
- X portable hard drive
- X USB drive
- X USB adapters
- X charging pad
- X quick charging and data transfer cable
- X smart stylus pen used for marking on tablets or phones
- X cable for connecting gaming console to TV
- X extended warranties and/or tech support

D. Timeline:

- **January Educational Meetings:** Applications will be available at the meetings. Applications will be accepted beginning at 8:00 am on February 4, 2019.
 - Prince Edward Jan. 24, 2019 3-5 pm.
 - Chatham Jan. 29, 2019 9-11 am.
 - Rustburg Jan. 31, 2019 6-8 pm.
- **Friday, June 14, 2019 at 4:30pm:** Deadline for submitting cost-share applications *to local VCE office*

E. Evaluation and Awards

- Applications will be reviewed by an evaluation team comprised of individuals from Virginia Cooperative Extension. Applications will be scored based on evaluation criteria and final selection of approved cost-share applications will be based on the strength of the applications and will give consideration to geographic distribution within the Tobacco Region. Funds will be allocated across the participating localities as follows: \$70,300 total cost-share funds available over 18 localities. With a maximum cost share per producer of \$1,200, funding allows for a minimum of 58 producers to be served. Funding is on a first-come, first-served basis.

F. Payment

- Purchases must be made and **ALL receipts/invoices and reimbursement forms** must be submitted to local VCE office by **Friday, August 14, 2019 at 4:30 pm.**
- Cost share is a reimbursement only based on actual expenses of the project and will be made on a reimbursement basis for the lump sum of the total amount owed to the owner, at the completion of the project, once all expenditures are submitted and approved. ***Expenses incurred prior to the execution of the cost share agreement are not eligible for reimbursement.***

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