

Issuance Date: Friday, September 18th, 2026

Deadlines for Questions: 5 business days before closing dates

Closing Dates: October 9th, 2026; Nov. 30th, 2026; Feb. 15th, 2027

Closing Time: 5:00 pm (Eastern Standard Time)

RFA Number: DOE-FMERD-AMP-01

Subject: Request for Applications (RFA) – Prince George’s County (PGC)
Advancing Markets for Producers (AMP) Pilot Program

Dear Prospective Applicants,

Prince George’s County, Maryland Department of the Environment (DoE) is seeking applications from eligible agricultural producers and prospective agricultural producers to participate in the United States Department of Agriculture (USDA) AMP Initiative. This opportunity will provide financial incentives to start, solidify, and/or expand production of agricultural commodities using farm-specific environmental and agricultural conservation best management practices, and to work with DoE and its Partners to develop and improve marketing channels for the commodities produced.

Please refer to the Funding Opportunity Description below for a complete description.

This RFA is being issued for the purposes of this program and consists of this cover letter and the following sections:

Section I – Funding Opportunity Description

Section II – Award Information

Section III – Eligibility Information

Section IV – Submission and Application Information

Section V – Application Review Information

Section VI – Award and Administration Information

Section VII – DOE Contacts

Annex A – Budget Spreadsheet

Annex B – Relevant exhibits and forms, consisting of Producer Scope of Work, General Terms and Conditions, forms documenting whether Environmental Review and/or Landowner Consent are needed, and forms to release relevant farm records to DoE.

To be eligible for selection, the applicant must provide all required information in the submitted application. A complete application package must include, at minimum, all of the following items:

- Application Narrative
- Budget spreadsheet using the template provided in Annex A
- Documentation of Eligibility (acceptable documentation listed in Section IV), including:
 - a) Location of Farm within Prince George’s County;

- b) If farm is rented, Landowner Consent for participation;
- c) FSA Farm and Tract Number or evidence that the process has been initiated;
- d) Attestation that farm grows or plans to grow eligible commodities (see **Section III**, item 1d) using appropriate conservation practices; and
- e) If awarded, applicant must submit an IRS form 1099 to DoE within 10 business days of award notification; by submitting an application, applicant implies the ability and willingness to do so.

Additional preliminary information:

Applications to this RFA will be accepted and evaluated in three rounds. Applications must be submitted by close of business on October 9, 2026, to be considered in the 1st round, by November 30th, 2026, for the 2nd round, or by Feb. 15th, 2027, for the 3rd round. Successful applicants to this RFA may not reapply. However, if an applicant to this RFA is not approved for an award, the applicant may amend and resubmit their application in subsequent rounds as funding availability allows. Applicants will be considered for this opportunity regardless of whether they have received or are applying for funding from other sources (including Private, State, and Federal funding including other USDA sources).

DoE may make an award resulting from this RFA to the responsible applicants whose application(s) conforming to this RFA offer the greatest benefit. DoE may (a) reject any or all applications, (b) accept other than the lowest cost application, (c) accept more than one application, and (d) waive informalities and minor irregularities in applications received (see Section V - Application Review Information).

DoE may make an award on the basis of initial applications received without further discussions. Therefore, each application must address all aspects of this RFA to the extent possible, including budgeting and technical aspects. Issuance of this RFA does not constitute an award commitment on the part of DoE or USDA, nor does it commit DoE or USDA to pay for costs incurred in the preparation and submission of an application. Final awards cannot be made until funds have been fully appropriated, apportioned, allocated, and committed to DoE's award with USDA.

While it is anticipated that these procedures will be successfully completed, potential applicants are hereby notified of these requirements and conditions for award. Applications are submitted at the risk of the applicant, and all preparation and submission costs are at the applicant's expense.

All questions regarding this RFA must be submitted by writing to AgGrants@pgcmd.gov.

DoE intends to award a Fixed Amount Award but reserves the right to award any other form of assistance. DoE may waive informalities and minor irregularities in applications received. DoE reserves the right to make partial awards, to request additional documentation from any or all applicants to support applications as necessary, and to make changes to this RFA with public notification. Applicants are encouraged to check [Prince George's County Advancing Markets for Producers \(AMP\) Pilot Program](#) for updates or changes.

Successful Applicants will be responsible for ensuring achievement of the program objectives. Please refer to the Funding Description section of this RFA for a complete statement of goals and expected results.

Subject to availability of funds, DoE intends to provide up to \$2,250,000 in total incentives no later than November 1, 2028. The maximum incentive amount that an applicant may request is based on the farm's production area of eligible commodities and is calculated and capped differently for new farmers (in operation for no more than ten consecutive years) versus established farmers. New farmers may request up to \$1.25 per square foot of eligible growing area with total incentive amount not to exceed \$98,000. Established farmers may request up to \$1 per square foot of eligible growing area with total incentive not to exceed \$50,000. The total amount of funding requested must be supported with Annex A – Budget Spreadsheet.

DoE requires that applications be submitted electronically to AgGrants@pgcmd.gov or in writing via mail postmarked by the closing dates below, or by hand delivery to:

Prince George's County Department of Environment
Attention: Julie Wolf, Program Manager
Flood Management and Environmental Resilience Division
1801 McCormick Drive, Suite 500
Largo, MD 20774

SECTION I – FUNDING OPPORTUNITY DESCRIPTION

1. **Program Description** The USDA designed this opportunity to support producers in the development of sustainable farming methods and expansion of markets for American agriculture products (e.g. via new markets, improved supply chains, and/or enabled direct-to-consumer sales) thereby improving economic opportunities for farmers. In addition, the incentives provided by this program aim to prioritize methods to improve farmer collective resource sharing, access to market infrastructure, and promotion of long-term economic sustainability within the market.

DoE's overarching goal for this opportunity is to fortify agricultural production capacity within the County while protecting and improving the natural environment. Applicants must demonstrate how they will contribute to this goal by addressing one or more of the following strategies and/or by proposing additional strategies:

- a. Fortify agricultural production by improving practices, diversifying crops, extending crop harvest periods, and/or increasing their overall production capacity;
- b. Increase demand and/or price points for their products (e.g. via creative marketing/advertising/publicity or other strategies);
- c. Improve food security for County residents;
- d. Improve the County's resilience to potential disruptions to the food supply, by maintaining production capacity and being prepared to respond to emergency needs; and/or
- e. Develop and/or participate in new opportunities as able (e.g. contract-growing of native trees for County plantings, development of a mobile farmers market or other means to provide local produce to County residents, and/or pooled production to meet Institutional or other larger product demands).

SECTION II – AWARD INFORMATION

1. Estimate of Funds Available - Subject to the availability of funds, under this RFA, DoE plans to award up to \$2,250,000 in incentives to county agricultural producers.

2. Anticipated Start Date and Performance Period. The anticipated award dates are on (or around) November 9, 2026, January 31, 2027, and April 30, 2027. The performance period ends on November 1, 2028.
3. It is USDA policy not to award profit under assistance instruments. However, all reasonable, allocable, and allowable expenses—both direct and indirect—that are related to the program and consistent with applicable cost principles will be considered.

SECTION III – ELIGIBILITY REQUIREMENTS

1. Eligible Applicants

To be considered for this award, applicants and associated agricultural operations must meet **all** the following minimum eligibility requirements:

- a. The agricultural operation must be physically located entirely within Prince George's County, Maryland
- b. If the agricultural operation is on leased land, a Landowner Consent Form NRCS-CPA 1257 must be signed by the landowner and submitted as part of the application
- c. If awarded, the agricultural operation must have, or be in the process of obtaining, a Farm Service Agency (FSA) Farm and Tract Number ("FSA #") and must certify with FSA that the operator is not a foreign person or entity via form CCC-901 or CCC-902. Partners at the Prince George's County Soil Conservation District (SCD) can assist with this requirement (see <https://www.pgscd.org/>)
- d. The agricultural operation must produce, or plan to produce, agricultural commodities that are edible (human diets) and/or are defined by the USDA as specialty crops (see <https://www.ams.usda.gov/services/grants/scbqp/specialty-crop>)
- e. The applicant must utilize, or plan to utilize, farm-specific environmental and agricultural conservation best management practices developed in consultation with one or more of DoE's Partners. If awarded, the applicant must allow DoE and/or Partners to document compliance with these practice(s) via scheduled site visits and allow DoE access to records from relevant agencies or consultants (e.g. FSA, USDA Natural Resources Conservation Service (NRCS), Maryland Department of Agriculture (MDA), Nutrient Management Plan consultant).

- f. If awarded, applicant must submit an IRS form 1099 to DoE within 10 business days of award notification

The following additional steps are not mandatory but are encouraged, including:

- i. Register as a county vendor ([Vendor Registration Process | Prince George's County](#)),
- ii. Become certified as County-Based Business (CBB), County-Based Small Business (CBSB), County-Located Business (CLB), County-Based Minority Business Enterprise (CBMBE), County-Based Small Minority Business Enterprise (CBSMBE), and/or a reciprocal Minority Business Enterprise (MBE) (<https://mypgc.diversitycompliance.com> "Apply for or Renew Certification")
- iii. Apply to MDA's Certified Local Farm and Fish Program ([Certified Local Farm and Fish Program | Maryland Department of Agriculture | Maryland OneStop](#))

SECTION IV – SUBMISSION AND APPLICATION INFORMATION

1) Point of Contact

Julie Wolf, Program Manager
Prince George's County Department of Environment
Flood Management and Environmental Resilience Division
1801 McCormick Drive, Suite 500
Largo, MD 20774
AgGrants@pgcmd.gov

- 2) **Submission Date and Time:** by 5 PM Eastern time on October 9, 2026 (1st round), November 15, 2026 (2nd round), or Feb. 15, 2027 (3rd round).

3) Submission Formatting

- i. 12-point Times New Roman font;
- ii. Text in tables or charts may be 10-point Times New Roman font;
- iii. Narratives must be prepared in Microsoft Word or compatible equivalent with print areas set to 8.5 x 11-inch, letter-sized paper and one-inch margins, left justification and a footer on each page including page numbers, date of submission, and applicant name;

- iv. Spreadsheets must be prepared in Microsoft Excel or compatible equivalent, with print areas set to 8.5 x 11-inch, letter-sized paper;
- v. Official (signed) documents, memoranda, and certifications may be submitted as Adobe PDF files; and
- vi. Emailed, faxed, and hard copy applications are acceptable.

4) Detailed Instructions for Submission

To facilitate the competitive review, applications shall conform to the format prescribed below. Applicants are expected to review, understand, and comply with all aspects of this RFA. Failure to do so will be at the applicant's risk. Each applicant shall furnish the information required by this RFA. Applications are comprised of three required components: Application Narrative including Budget Narrative, Budget Spreadsheet, and required documentation of eligibility. Additional relevant documents may also be included as optional Annexes. Both technical and cost aspects shall be specific, complete, and presented concisely. A lengthy application does not in and of itself constitute a well-thought-out application. Applications that do not meet the requirements of this RFA will not be considered for award.

Application Narratives shall demonstrate the applicant's capabilities and expertise with respect to achieving the goals of this program. Applications will be evaluated and rated based on the criteria described in Section V – Application Review Information.

The application shall be divided into the following sections, with the maximum number of pages given per section as follows:

A. Application Narrative

The Application Narrative must have the following:

1. Cover Page (1 page maximum) listing:
 - The names of the producer(s) and the agricultural operation involved in the proposed application;
 - Producer and farm contact information: address (if mailing address or office is different than the physical location of agricultural operation, please clearly indicate both), telephone and email address; and
 - Applicants are to acknowledge whether the contact person is the person with authority to contract for the Applicant, and if not, that person shall also be listed.

2. Technical Narrative (4 pages maximum) describing the following items and highlighting expected impact, feasibility, and/or innovation where applicable:
 - Producer and Farm Attributes: Describe the applicant's agricultural skills, experience, capabilities, and/or training, farm attributes, and other relevant information including documentation that the farm will grow eligible commodities (see **Section III**, item 1d) using appropriate conservation practices (whether actual or planned); and
 - Contribution to DoE's Goals: Describe how the applicant proposes to address DoE's overarching goal and strategies/potential strategies described in Section 1 above.
3. Budget: Complete the Budget Spreadsheet provided in Annex A (and submit it as part of your application), and then use it to write a budget narrative justifying the amount of funding requested:
 - List the total incentive amount requested, ensuring that it matches the "Grand Total Requested" amount in column B, row 15 of the Budget Spreadsheet; and
 - Describe how the requested funds will be used, detailing the basis of estimates for the costs (e.g., certifying that the salaries to be paid to the personnel are the current salaries which the personnel have received for the last 12 months). Use this narrative to support the incentive amount requested.

Notes Regarding Budget and Incentive Amount Requested/Awarded:

The maximum incentive amount that may be requested is determined by the operation's eligible agricultural producing area, excluding field borders, aisles, excluded crops, and other areas not producing eligible edible and/or specialty crop commodities (see **Section III**, item 1d). This maximum amount is calculated and capped differently for new farmers (defined as those in operation for 10 consecutive years or less) versus established farmers (see below and Annex A):

- New farmers may request up to \$1.25 per square foot of eligible agricultural producing area, capped at \$98,000.
- Existing farmers may request up to \$1.00 per square foot of eligible agricultural producing area, capped at \$50,000.

Applicant may request less than the maximum allowable incentive amount. No profit/fee will be paid or considered under any resulting award. The County reserves the right to award less than the full amount requested.

B. Annexes

- Annex A – Budget Template. Applicant must use this template for the required budget submission. Instructions are included. If applicant proposes an indirect cost rate percentage, then a copy of its organization's most recent Negotiated Indirect Cost Rate Agreement (NICRA) issued by its organization's audit agency (USDA or another agency of the U.S. Government) must be included with the application. If the applicant proposes an indirect cost rate percentage but does not have an established NICRA, applicant must then submit financial/auditing information to support any of the proposed indirect costs as recovered by a percentage method and certification by an accountant stating that the costs are calculated with the exclusion of all unallowable costs as defined by applicable cost principles under Uniform Guidance (2 CFR 200) or Federal Acquisition Regulation (FAR) 31 for for-profit applicants. Use category "other" for any indirect costs.
- Annex B – Relevant exhibits and forms, including:
 - Exhibit A: Producer Scope of Work
 - Exhibit B: General Terms and Conditions – Applicant must read this exhibit prior to submitting an application
 - AMP Environmental Review Requirements Form
 - Property Authorization & Consent Form
 - Authorization to release FSA records to USDA AMP Initiative Partner
 - Authorization to release Conservation Best Management Practices (BMPs) records to USDA AMP Initiative Partner

Note that additional federal forms as indicated herein may be required.

C. Documentation of Eligibility:

1. Demonstrate location of farm within Prince George's County with a written statement and/or a screenshot of the farm address from Property Search results using [PGAtlas](#). Note: The farm may have a mailing or office address outside of Prince George's County as long as the subject farmland is within

the County.

2. Demonstrate Landowner Consent:
 - If the applicant owns the farm property, a written statement of ownership and/or a screenshot from [PGAtlas](#) as described above is required
 - If the applicant rents the farm property, a Landowner Consent Form NRCS-CPA-1257 signed by the owner of the property is required (a blank form is included with application materials).
3. FSA Farm and Tract Number ("FSA #"):
 - If the farm already has an FSA #, a written statement including the FSA number and/or a copy of the farm's FSA Producer Subsidiary Print are sufficient
 - If the farm does not yet have an FSA #, provide a written statement attesting that the farmer has contacted the Prince George's County Soil Conservation District (see <https://www.pgscd.org/>) to initiate the process; include date of this contact.
4. Eligible farm commodities and conservation practices: Document that the farm will grow eligible commodities (see **Section III**, item 1d) using appropriate conservation practices (whether actual or planned) in writing in the Application Narrative described above.
5. If awarded, applicant must submit an IRS form 1099 to DoE within 10 business days of award notification; submission of an application implies the ability and willingness to do so (do not submit the form 1099 at the time of application).

D. Additional/Optional Application Annexes

- The applicant may include additional information if deemed necessary, including photos, flyers, and other materials, without impacting the 4-page limit of the Application Narrative; however, as stated above, technical applications shall be specific, complete, and concise. A lengthy application does not in and of itself constitute a well-thought-out application. Therefore, applicants must avoid unnecessary documentation.

- Farm planning documents (e.g. business/marketing, farm-specific environmental conservation practices, forestry, and/or nutrient management plans) may also be submitted if they support the application.

SECTION V – APPLICATION REVIEW INFORMATION

All eligible applications will be reviewed, scored, and ranked by an independent application review panel. The panel will also provide recommendations to DoE to fully award, partially award, or deny Applications' requests for award of incentive payments, based on the following criteria:

Criteria 1: Expected impact of project in the areas listed below—40% of score

Criteria 2: Feasibility/likelihood of expected impacts and overall farm success—40% of score

Criteria 3: Innovation in any of the areas listed below—20% of score

Criteria 4: Additional ranking factors as listed below

Overview of Scoring Criteria:

*Criteria 1: Does the application demonstrate **IMPACT** in one or more of the following ways?*

1. Farm production will begin (for new farms), will become more secure/stable and/or will increase (for existing farms).
2. Food security, availability, affordability, selection, freshness, and/or nutritive content will improve for County residents, particularly in underserved areas or food deserts.
3. Availability of County-sourced native perennial plants, shrubs, and trees, and/or other approved non-food agricultural products will improve farm's agricultural land-cover, will contribute to or improve the local landscape and/or community.
4. Other impacts (describe briefly).

*Criteria 2: How **FEASIBLE** are the deliverables of the application?*

1. Does the applicant set realistic expectations for what can be reasonably and practically produced and/or accomplished?

2. Does the applicant's plan clearly delineate how and when the requested incentive payment(s) will be used, and is the plan for incentive payment(s) aligned with the terms and conditions of the grant?
3. Can the proposed use of the incentive payments be documented (e.g. via before-and-after photos, site visits, documented increased production, or other tangible means)?
4. Will the work supported by the proposed incentive payments be completed by November 1, 2028?
5. Are the goals set by the applicant attainable, and what are likely outcomes of the proposed activities as it relates to Criteria 1: Impacts?
6. Does the application incorporate best environmental and agricultural practices to ensure that soil, atmosphere, climate, the Chesapeake Bay Watershed, and/or local tree canopy will be protected or improved?
7. If any aspect of the plan entails risk, is the farm or applicant likely able to withstand this type of setback, remain productive, and in business at end of the funding period?

*Criteria 3: Does the application exhibit or propose **INNOVATION**, such as creativity in the following areas of DoE and/or USDA AMP interests?*

- Does the proposed application expand, create, and/or support new and/or local agricultural marketing channels?
- Will the proposed application use of the incentive payments utilize and/or promote agricultural or environmental practices or technology to improve yields, adapt to challenges, conserve water, and/or protect the environment?
- Does the application propose use or repurposing of land, buildings/facilities, resources, or community attributes?
- Does the application propose any unique innovations and/or products that could advance local agricultural production and/or related local agricultural business?

*Criteria 4: **ADDITIONAL** ranking factors such as but not limited to the following:*

- Is the farm located in an underrepresented (in terms of agriculture) councilmanic district (address lookup here [Prince George's County Elected Representatives](#))?

- Is there potential for additional or synergistic future outcomes if the application is awarded? Does the application's plan propose a scalable system, template, or model that could be shared with other farmers or organizations?
- Does the applicant's plan create, support, or expand agricultural education, training, or experiences for County residents, agricultural producers, and/or consumers of locally produced agricultural products?
- What other unique or specialized deliverables or outcomes does the application propose or deliver?

SECTION VI - AWARD ADMINISTRATION

1. Award Notices. Successful applicants awarded incentives will be paid in three or more installments, with each installment contingent on the demonstrated and documented fulfillment of producer-specific benchmark items (see additional reporting information below). Benchmark items will be agreed upon in advance, will vary from farm to farm, and will be clearly listed in the producer's agreement with DoE. Producers may request an Incentive payment when they are ready to demonstrate that benchmarks have been met. Delayed or partial payment may be recommended if fulfillment of all benchmarks is not sufficiently demonstrated.

2. Reporting.

The following applies to how DoE will report an awardee's project outcomes and use of the incentive payments as funded through the USDA AMP Program:

- a. DoE will report producer and farm information for each awardee to the USDA semiannually, including FSA #, eligible farm area and commodities produced, Technical Assistance provided by AMP activities, and any changes in practices, environmental benefits, yields, and/or commodity price points resulting from AMP activities.
- b. DoE Records: Fulfillment of benchmark items will be documented and recorded by DoE and/or Partners via these methods: Review of submitted documents (e.g. Farm marketing/business plan, Nutrient Management Plan, completed NRCS Implementation Requirements and Certification forms for relevant practices); in-person farm visits, observations, and photos; samples and/or data collected on farm crops, practices, soils, and marketing activities (e.g. soil test results, yield and price point data, analysis of crop samples).

- c. As the administrator of this opportunity, DoE must ensure that all AMP awarded projects adhere to environmental soundness and compliance in design and implementation when required by Title 7, Subtitle A, Part 1b §1b.5 and §1b.7. As a requirement to receive AMP Incentive Payments, all successful applicants must release pertinent information for DoE's reporting to USDA, including ongoing evaluation of an applicant's proposed project benchmarks, and to ensure compliance with Title 7, Subtitle A, Part 1b §1b.5 and §1b.7. At a minimum, all awarded applicants must be willing to officially release the following:
 - a. Existing or new farm record with the FSA.
 - b. Certify Highly Erodible Land Conservation and Wetland Conservation Certification compliance via Form AD-1026.

Additional documentation and information will be required based on applicant's proposed activities to receive incentive payments. Failure to fully comply will result in ineligibility to receive incentive payments.

SECTION VII DOE CONTACT

Julie Wolf, Program Manager
Flood Management and Environmental Resilience Division
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Largo, MD 20774
AgGrants@pgcmd.gov