



United States Department of Agriculture

USDA Farm Service Agency





Who is FSA?

The Farm Service Agency (FSA), is an agency within the United States Department of Agriculture (USDA) that equitably serves all farmers, ranchers and agricultural partners through the delivery of effective, efficient agricultural programs for all Americans.

Agency Vision: A customer-driven agency with a diverse and multi-talented workforce, dedicated to achieving an economically and environmentally sound future for American Agriculture.



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FSA FARM PROGRAMS



Keep farmers farming and lands usable



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Agriculture Risk Coverage (ARC) and Price loss coverage (PLC)

- Authorized by the 2014 Farm Bill
- ARC and PLC provide revenue and price loss payments to eligible producers for the 2014 through 2018 crop years.
- Pays on difference between “reference price and “effective price”





Agriculture Risk Coverage (ARC) and Price loss coverage (PLC)

Farm Number 1200:

| Crop | Base Acres | Planted Acres | PLC Yield |
|--------------|------------|---------------|-----------|
| Wheat | 100 | 0 | 30 bu. |
| Corn | 100 | 110 | 80 bu. |
| Alfalfa | 0 | 165 | N/A |
| TOTAL | 200 | 275 | |



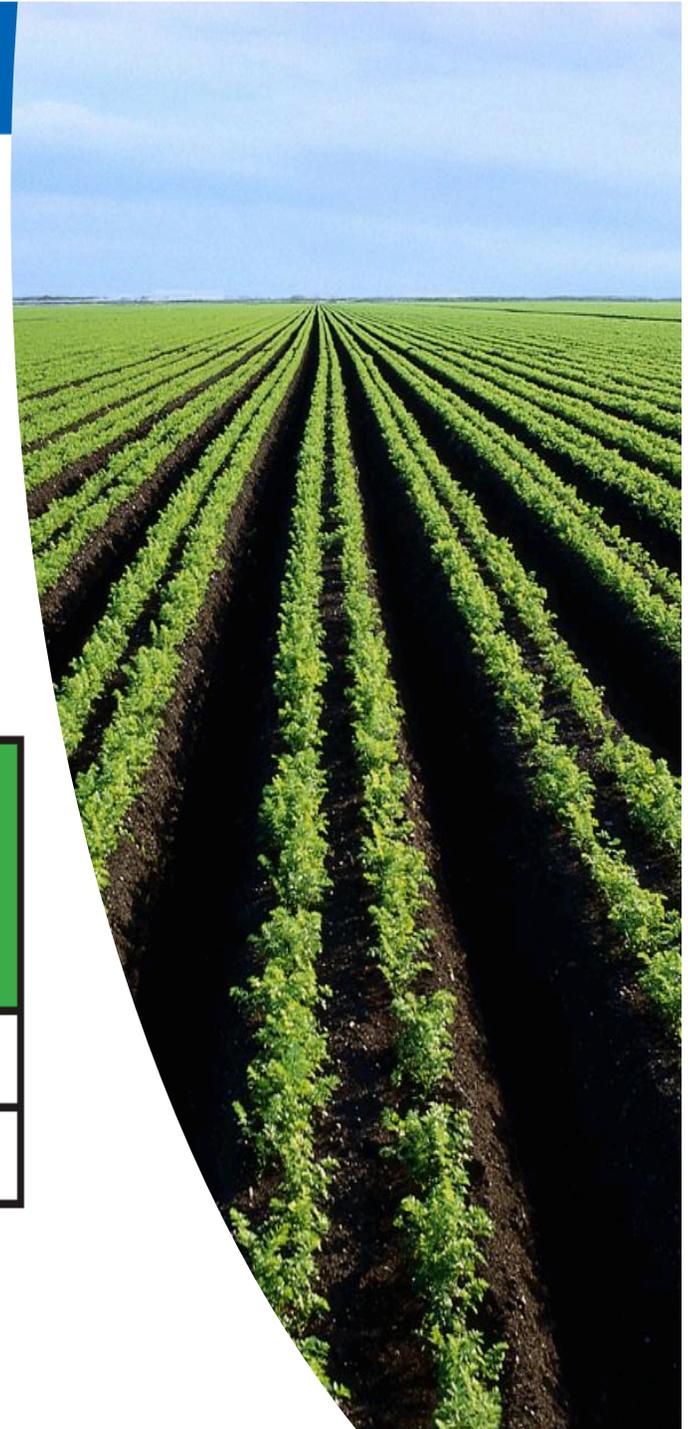


Agriculture Risk Coverage (ARC) and Price loss coverage (PLC)

Payment Rate Calculation:

| Crop | Reference Price | Effective Price | | PLC Payment Rate |
|-------|-----------------|-----------------|-------------------|------------------|
| | | MYA Price | Loan Rate | |
| Wheat | \$5.50 | \$5.00 | \$2.94 | \$0.50 |
| Corn | \$3.70 | \$4.00 | \$1.95 | \$0.00 |

*MYA prices are hypothetical in this example.



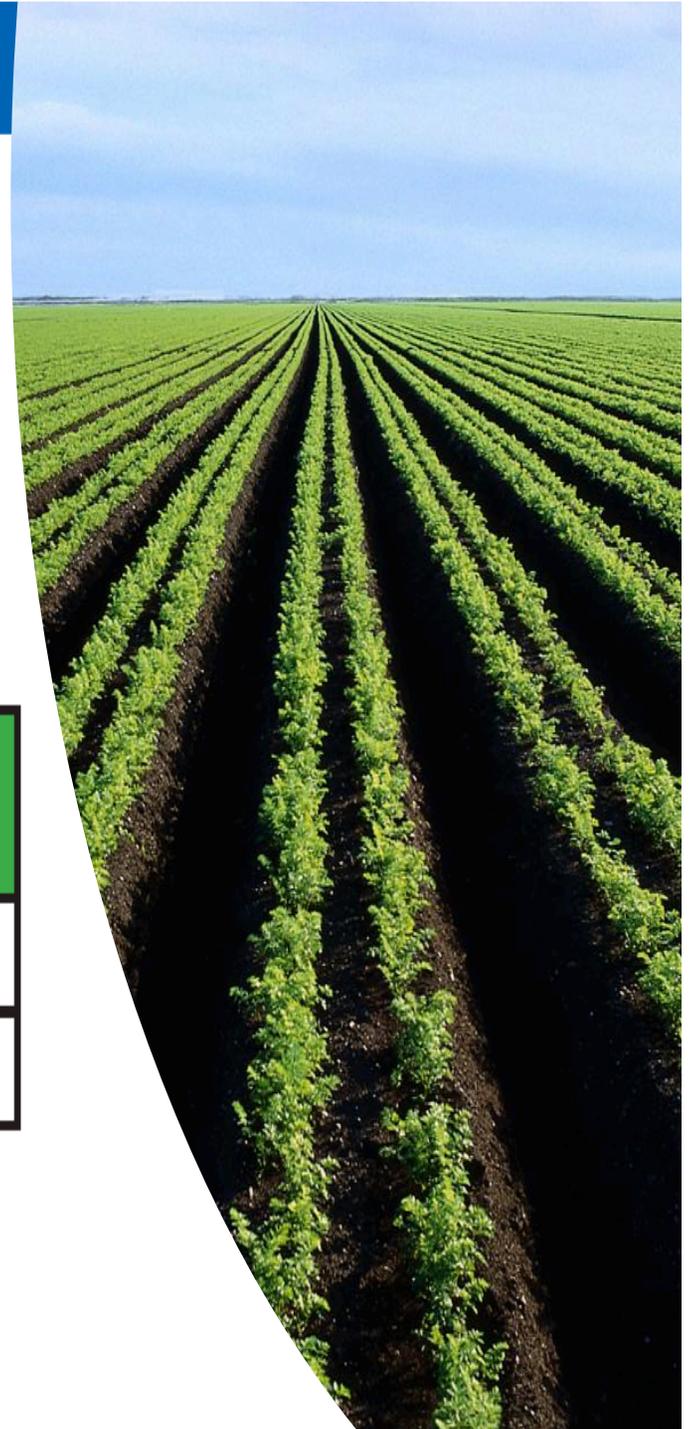


Agriculture Risk Coverage (ARC) and Price loss coverage (PLC)

Payment Calculation:

| Crop | Base Acres | Payment % | Payment Rate | PLC Yield | PLC Payment |
|-------|------------|-----------|--------------|-----------|-------------|
| Wheat | 100 | 85 | \$0.50 | 30 bu. | \$1,275 |
| Corn | 100 | 85 | \$0.00 | 80 bu. | \$0 |

Note that a payment is triggered for wheat even though no wheat has been planted in the crop year.





Non-Insured Assistance Program (NAP)

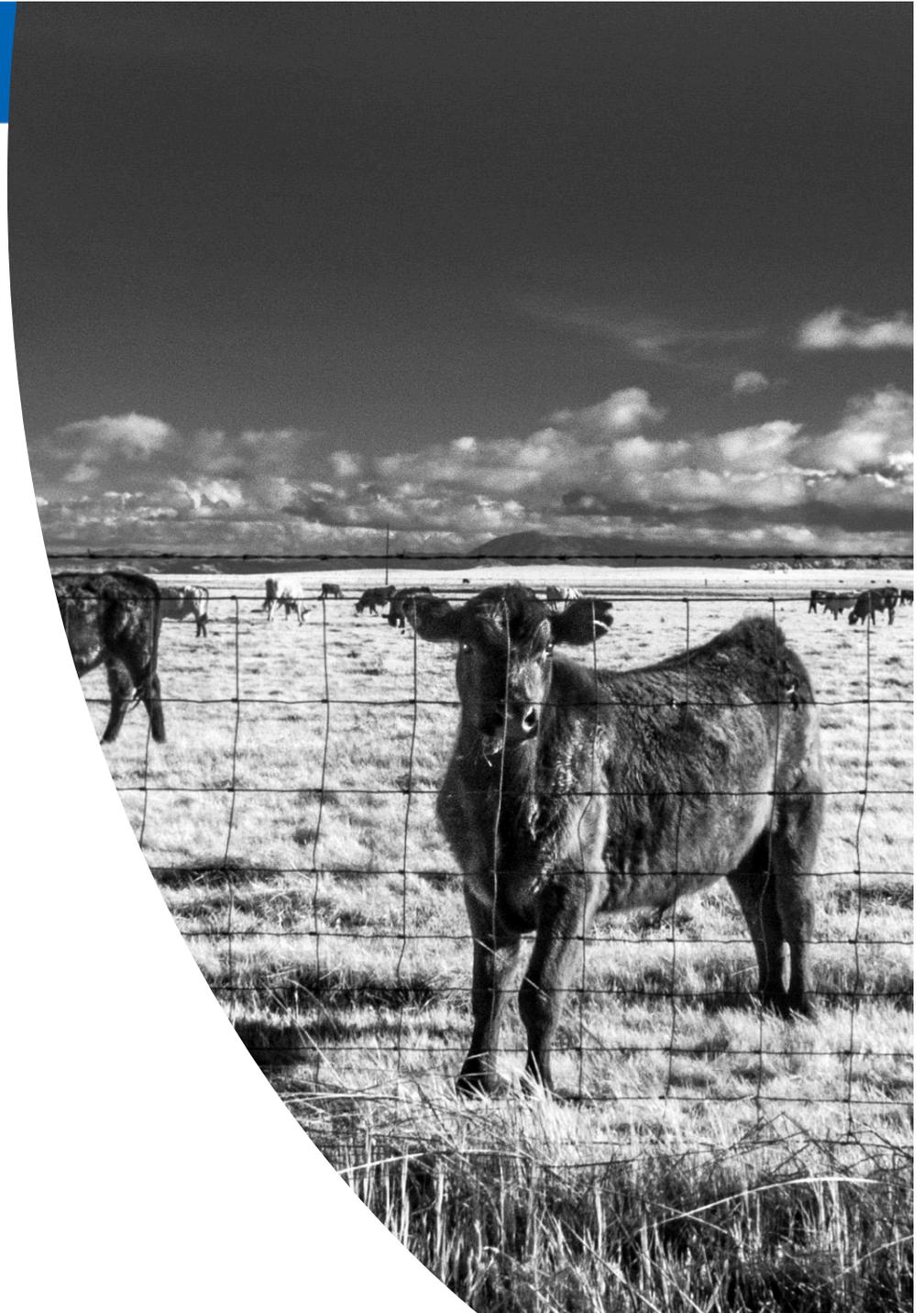
- Financial Assistance to non-insurable crops losses due to:
 - drought, flood, hurricane or other natural disasters
- Eligible crops are those where crop insurance is unavailable. Also eligible:
 - Controlled-environment crops (mushroom and floriculture)
 - specialty crops (honey)
 - value loss crops

Note: New, limited resource and targeted underserved farmers are eligible for free catastrophic coverage and higher levels of coverage for a significantly discounted premium.



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Livestock Forage Disaster Program (LFP)





Livestock Forage Disaster Program (LFP)

- LFP provides compensation to eligible livestock producers who have suffered grazing losses for covered livestock on land that is native or improved pasture land with permanent vegetative cover or is planted specifically for grazing.
- The grazing losses must be due to a qualifying drought condition during the normal grazing period for the county.
- Drought conditions are determined by National Drought Monitor
- LFP also provides compensation to eligible livestock producers who have suffered grazing losses on rangeland managed by a federal agency if the eligible livestock producer is prohibited by the federal agency from grazing the normal permitted livestock on the managed rangeland due to a qualifying fire.
- Signup allowed as late as one calendar year after the date of the qualifying event

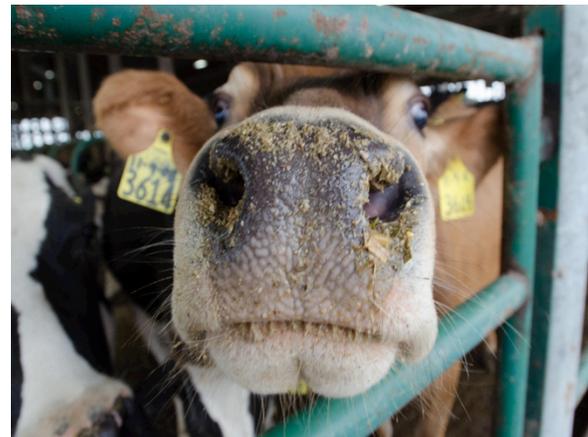


Livestock Indemnity program (LIP)

- The Livestock Indemnity Program (LIP) provides benefits to livestock producers for livestock deaths in excess of normal mortality caused by adverse weather.
- In addition, LIP covers attacks by animals reintroduced into the wild by the federal government or protected by federal law, including wolves and avian predators.

Market Facilitation Program (MFP)

- MFP provides a direct payment to help producers who have been negatively impacted by foreign governments imposing tariffs on U.S. agricultural products, and have disrupted marketing of agricultural commodities beyond the control of producers.
- Authorized under the Commodity Credit Corporation (CCC) Charter Act and is to be administered by FSA
- **NOT** a disaster program!





General Information

MFP payments are limited to U.S. producers of eligible commodities produced or marketed for the 2018 crop year.



CROPS LIVESTOCK

- Soybeans
- Sorghum
- Wheat
- Cotton
- Corn
- Fresh Sweet Cherries
- Shelled Almonds
- Dairy
- Hogs



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EMERGENCY ASSISTANCE FOR LIVESTOCK, HONEYBEES AND FARM- RAISED FISH PROGRAM (ELAP)

- ELAP provides payments to eligible producers of livestock, honeybees and farm-raised fish to help compensate for losses due to:
 - disease (including cattle tick fever)
 - adverse weather or other conditions, such as blizzards and wildfires, as determined by the Secretary.
- ELAP assistance is provided for losses not covered by the Livestock Forage Disaster Program (LFP) and the Livestock Indemnity Program (LIP).



Farm Storage Facility Loan (FSFL)

- The FSFL program provides low-interest financing for producers to store, handle and/or transport eligible commodities they produce. This includes:
- Constructing or upgrading new or used, portable or permanently affixed storage and handling equipment
- Acquiring new or used storage and handling trucks





Farm Storage Facility Loan (FSFL) Loan Amount and Terms

| Loan Type | Facility Type | Condition | Down Payment | Max Loan Amount | Production History Requirement | Terms (years) | | | | |
|-----------|--------------------------------|-----------|--------------|-----------------|--------------------------------|---------------|---|---|----|----|
| | | | | | | 3 | 5 | 7 | 10 | 12 |
| Regular | Structure and Equipment | New | 15% | \$500k | Based on Commodity | √ | √ | √ | √ | √ |
| | | Used | 15% | \$500k | | √ | √ | | | |
| | Truck | New | 15% | \$100k | | √ | √ | √ | | |
| | | Used | 15% | \$100k | | √ | √ | | | |
| Microloan | Structure, Equipment and Truck | New | 5% | \$50k | Self-certification | √ | √ | √ | | |
| | | Used | 5% | \$50k | Self-certification | √ | √ | | | |

- \$100,000 or less, 3, 5, 7-year FSFL term **only**
- \$100,000.01 to \$250,000, 3, 5, 7, or 10-year FSFL term
- \$250,000.01 to \$500,000, 3, 5, 7, 10, or 12-year FSFL term.



Organic Certification Cost Share Program (OCCSP)

- Offsets the cost of certification, allowing organic producers and handlers across the country to take advantage of economic opportunities in the growing organic markets.
- Reimburses organic producers and handlers for as much as 75% of the cost of organic certification.
- Up to a maximum of \$750 annually per certification category – crops, livestock, wild crops and handling/processing
- For more information, visit www.fsa.usda.gov/programs-and-services/occsp/index

Acres Reporting

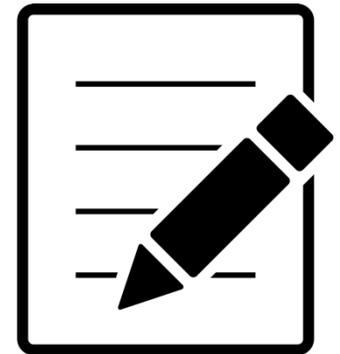
- Allows producers the opportunity to keep FSA records up to date on planted and fallow ground
- Gives producer “crop history”
- Must be filed to participate in almost all FSA programs
- Varying reporting deadlines for different crops
- What you need to file



Acres Reporting

What you information you will need for crop reporting:

- An FSA map of your farm or ranch, and your tract and field numbers
- Information on the crops you intend to plant
- The intended use of your crop(s)
- The number of acres of crops you are reporting
- Approximate crop boundaries, planting patterns and dates, irrigation practices and producer shares





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FSA County Committees

- Authorized by Congress in 1930s
- Critical component of the day-to-day operations of FSA
- More than 7,700 committee members serve on more than 2,200 committees nationwide



Why are County Committees important?

- Approve programs at the local level
- Select who will serve in the County Executive Director position
- Establish yields that are reasonable for the local area
- Keep their respective communities and people informed



Farmers.gov/MFP

Individual producers can visit www.eauth.usda.gov to register for a Level 2 eAuthentication account.

You can do right from your cell phone or mobile device.

Farmers.gov Features



The screenshot shows a feature card with a white background and a thin grey border. On the left side, there is a green L-shaped corner icon at the top-left and a yellow L-shaped corner icon at the bottom-right. In the center-left, there is an icon of a sun above three plants. To the right of the icon, the text reads: **New on Farmers.gov**
Complete your Market Facilitation Program application through the authenticated farmers.gov portal. Just use your existing Level 2 USDA e-authentication account to sign in, and then print, manage, and track your application. At the top right of the card, there is a 'View Page >' link. On the left and right sides of the card, there are circular navigation arrows.



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FSA Communications

(To Stay Connected on the latest Information)

- www.fsa.usda.gov/subscribe

GovDelivery

Emails and Text Messages

No office? No problem! Receive text message alerts from FSA while on-the-go, in the field, on the tractor or even on horseback.

Subscribe to text message alerts to receive timely updates on:

- Deadline Reminders
- Program Notifications
- Reporting Requirements
- Local Outreach Events



Text **ndsteele** to FSANOW (372-669) to subscribe to text message alerts from **Steele** County.

Standard text messaging rates apply. Contact your wireless carrier for details. Expect to receive no more than two text messages from FSA each month, on average. Participants may unsubscribe at any time.

For more in-depth FSA program information, we offer our standard electronic news bulletin by email. Visit www.fsa.usda.gov/subscribe, or contact your **Steele** County FSA office.

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More Information on FSA Farm Programs

- FSA County Office Locator:
<https://offices.sc.egov.usda.gov/locator/app?state=nd&agency=fsa>
- Visit **FSA online** at: www.fsa.usda.gov
- Farm Service Agency Programs factsheets:
<https://www.fsa.usda.gov/news-room/factsheets/index>
- For more information on Disaster Programs, visit <http://disaster.fsa.usda.gov>



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GROW WITH US

**An interactive resource
for farmers, by farmers.**



FARMERS.GOV





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What is FLP

FSA's Farm Loan Programs (FLP) can provide credit to agricultural producers who are unable to obtain private, commercial credit. FSA places special emphasis on providing loans to beginning, minority and women farmers and ranchers.

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An Introduction to FSA Farm Loans

- If you are a farmer or rancher who is unable to obtain credit from another lender to start, purchase, sustain, or expand your family farm you may be able to get a loan through FSA's Farm Loan Programs.
- FSA has different types of loans depending on your current situation and what you need the loan for. FSA loan officers are available to answer your questions and to help with the application process.

Farm Loan Programs Information Chart

| Type of Loan | Maximum Loan Amount | Rates and Terms |
|--|---|---|
| Direct Farm Ownership | \$600,000 | <input type="checkbox"/> Term: Up to 40 years <input type="checkbox"/> Interest rate: fixed** |
| Beginning Farmer Down Payment (5% down payment required) | The lowest of the following: <input type="checkbox"/> 45% of the farm or ranch purchase price <input type="checkbox"/> 45% of the appraised value <input type="checkbox"/> \$600,000 | <input type="checkbox"/> Term: Up to 20 years <input type="checkbox"/> Interest rate: fixed** |
| Direct Operating | \$400,000 | <input type="checkbox"/> Term: 1 to 7 years <input type="checkbox"/> Interest rate: fixed: ** |
| Direct Emergency | The lowest of the following: <input type="checkbox"/> 100% of actual or physical losses <input type="checkbox"/> \$500,000 | <input type="checkbox"/> Term: 1 to 7 years (possibly up to 20 years) for non-real estate purposes <input type="checkbox"/> Term: Up to 40 years for physical losses on real estate <input type="checkbox"/> Interest rate: fixed** |
| Guaranteed Farm Ownership | The maximum loan amount is adjusted annually for inflation* • \$1,750,000 for FY19 | <input type="checkbox"/> Term: Up to 40 years <input type="checkbox"/> Interest rate: negotiated by the farmer and the lender. |

Farm Loan Programs Information Chart *Continued*

| Type of Loan | Maximum Loan Amount | Rates and Terms |
|-------------------------|---|---|
| Guaranteed Operating | The maximum loan amount is adjusted annually for inflation* • \$1,750,000 for FY19 | <input type="checkbox"/> Term: 1 to 7 years <input type="checkbox"/> Interest rate: negotiated by the farmer and the lender. |
| Land Contract Guarantee | \$500,000 | <input type="checkbox"/> Term: minimum of 20 years with equal payments during the term of the guarantee. The guarantee period is 10 years. <input type="checkbox"/> Interest rate: cannot exceed the current FO rate plus 3 percentage points ** |
| Youth Loan | \$5,000 | <input type="checkbox"/> Term: 1 to 7 years <input type="checkbox"/> Interest rate: fixed: ** |

* To determine the maximum loan limit for the current year, please check with your local FSA loan officer at <http://offices.sc.egov.usda.gov/locator/app> or our website at http://www.fsa.usda.gov/Internet/FSA_File/guaranteed_farm_loans.pdf

** Direct loan interest rates are adjusted monthly and are posted online at <http://www.fsa.usda.gov/FSA/webapp?area=home&subject=gfmlp&topic=fir> and at your local FSA office.

Microloan Program

Microloans are Direct Farm Operating Loans, either annual or term, and Direct Farm Ownership Loans that have a maximum loan amount of \$50,000. Microloans have a simplified application process and paperwork and verification requirements that are more proportional to smaller loans and operations.

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Microloan Program

- Created to assist beginning farmers and ranchers and smaller operations
- A simplified application process
- Assisting applicants who have limited experience by providing them with an opportunity to gain farm management experience while working with a mentor
- Eliminate use of high cost personal loans and high interest credit cards
- Providing a bridge for Youth Loan borrowers to transition to larger-scale operations



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Microloan Program

Direct Operating Microloans can be used for farm expenses including (but not limited to):

- Initial start-up expenses
- Annual expenses such as seed, fertilizer, utilities, land rent
- Marketing and distribution expenses
- Family living expenses
- Purchase of livestock, equipment, and other materials essential to farm operations
- Minor farm improvements such as wells and fencing
- Hoop houses
- Essential tools
- Irrigation
- Farm vehicles



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Microloan Program

Direct Farm Ownership Microloans can be used for:

- Farm purchases
- Capital improvements (construction, purchase or improvement of farm dwellings or service buildings essential to the operation)
- Soil and water conservation and protection
- Loan closing costs
- Refinance a bridge loan



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Microloan Program - Eligibility

Applicants must meet the same eligibility requirements as other Direct Loans, including, but not limited to:

- Acceptable credit history
- Unable to obtain sufficient credit elsewhere
- No federal debt delinquency
- Be the owner/operator of a family farm
- Sufficient managerial ability



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Microloan Program - Eligibility

Direct Farm Operating Microloan Eligibility – Managerial Ability

Applicants must meet the same eligibility requirements as other Direct Farm Operating Loans except for farm management experience. Applicants who do not have prior farm experience may demonstrate managerial ability by one of the following:

- Past participation with an agriculture related organization (4-H, FFA, Beginning Farmer and Rancher Development Programs, etc.)
- Small business experience, agricultural internship, or apprenticeship combined with working with a mentor during the first year
- Obtained and successfully repaid one FSA youth OL



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Microloan Program - Eligibility

Direct Farm Ownership Microloan Eligibility – Managerial Ability

Applicants must meet the same eligibility requirements as other Direct Farm Ownership Loans. 3 years of farm management experience is required within 10 years of the application date. 1 year may be substituted with one of the following:

- 16 credit hours Post-Secondary Education in Agriculturally-related field
- 1 year of business management experience
- Military leadership or management experience
- Successful repayment of an FSA Youth Loan*

*Only applies to Direct Farm Ownership Microloan



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Microloan Program - Collateral

Direct Farm Operating Microloan Collateral

- Annual Operating Loans
 - Must be at least 100% secured
 - Will be secured up to 150% when additional security is available
- Term Operating Loans
 - Must be secured 100%
- Collateral examples: crops, livestock, equipment, real estate

Direct Farm Ownership Microloan Collateral

- Must be at least 100% secured
- Will be secured by the real estate being purchased or improved



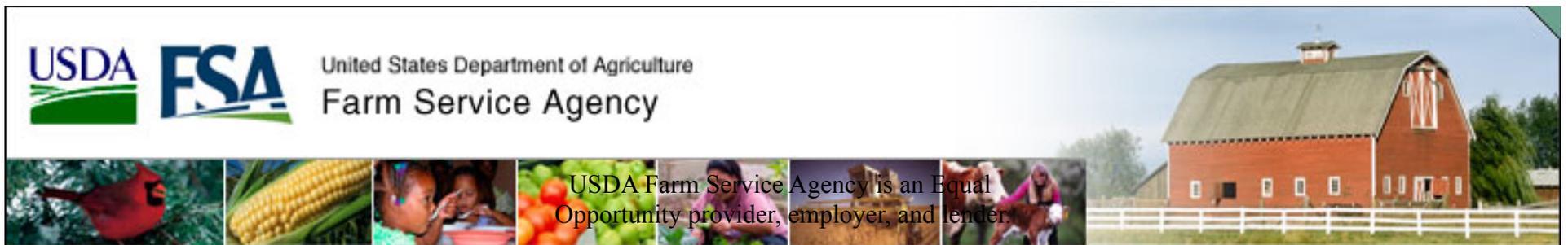
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In Summary: Microloans

- Direct Operating Loans or Direct Farm Ownership loans with a combined maximum of \$50,000
- Simplified application process
- Allow those who do not have the experience requirements for other loan programs to start small and gain experience
- Fulfill the needs of beginning, niche, and smaller operations

To apply for any of FSA's loan programs, contact your local FSA office or visit us on the web at www.fsa.usda.gov





Gary chose the Oberhasli breed because of the flavor and quality of the milk.

Gary Carder, owner of Capream Dairy
www.capream.com

This Grade-A goat dairy specializes in the production of milk, gelato, and cheese, which are sold at retail locations around the state.

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More Information: Visit Your Service Center

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Pinal / Pima Counties

www.fsa.usda.gov/az

www.usda.gov

520-836-2048