



U.S. DEPARTMENT OF AGRICULTURE



Beginning Farmer & Rancher (BFR) Webinar Series

April 17, 2024

Month 3 Topic: Working with FSA

FARM PRODUCTION AND CONSERVATION
FSA | NRCS | RMA | Business Center

Agenda

- Welcome and Introductions
- FSA Programs & Services
- Why work with FSA
- How to Get Started
- Documents needed to start
- Digital Processes & Self-Service Options
- Questions about FSA
- All USDA Programs Deadline & Important Dates
- Future Webinar Dates
- Contacts
- Questions

Introductions

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Farm Service Agency (FSA) Overview

- We are a customer-driven agency
- We support agricultural communities
- We Provide Programs and Services
 - Farm Programs
 - Farm Loans
 - Commodity Operations
 - Management and State Operations

FSA Programs and Services



Farm Programs

Disaster Assistance

Conservation Programs

Safety Net

Risk Management



Farm Loans

Ownership Loans

Operating Loans

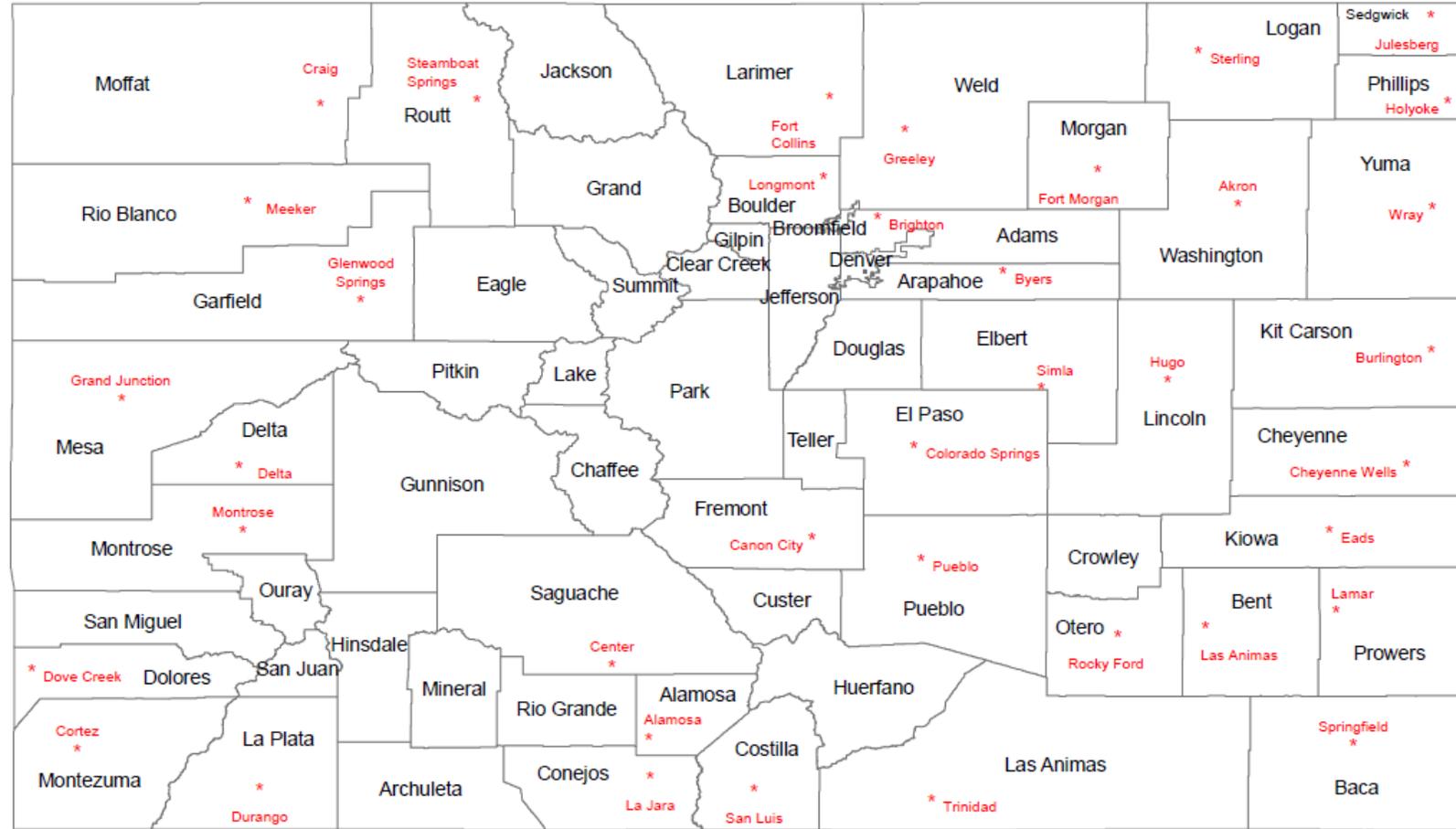
Microloans

Loan Guarantees

- FSA offers a variety of programs and services ranging from crops to livestock to bee-keepers, & more!
- In Month 1 of our BFR Webinar series we went over general FSA programs, along with RD, RMA, & NRCS programs
- In Month 2, we went in depth on Farm loans
- Can find those presentations on our Colorado FSA Website:
<https://www.fsa.usda.gov/state-offices/Colorado/resources/index>

Colorado FSA

- Colorado FSA has 37 Farm Program Service Centers & 9 Farm Loan Teams servicing all 64 counties
- Our Farm Loan offices are located in: Grand Junction, Cortez, Alamosa, Pueblo, Lamar, Hugo, Sterling, Brighton, Denver



You can locate your closest USDA service center by going to: farmers.gov/service-center-locator

Why Work with FSA?

- Nation-wide customer support
 - Producers can work with any service center in the U.S. even if their operation is located elsewhere
- Joint USDA Service Centers with FSA and NRCS
- Work with staff in-person or over phone, and email
- Help producers primarily start an operation, expand an operation, access capital, protect the land, incentivize efficient management practices, mitigate disaster, and manage risk.

How to Get Started

- Contact your local Service Center to make an appointment.
- Service Center staff can work with producers via phone, email, and other digital tools.
- Research programs and services you might want to do for your operation
 - Producers can read all of our factsheets here:
<https://www.fsa.usda.gov/news-room/fact-sheets/index>
 - If you aren't sure which FSA programs or loans you are interested in, let the Service Center staff know that. They can help you identify the services that may fit your operation.
- File Eligibility paperwork and obtain a farm number

Documents Needed to Start

- Copy of Deed and/or Lease Agreement, if applicable.
- Copies of official documents for entity, if applicable.
- Maps
 - These are not required but may assist FSA staff in locating property your easier
- Identification documents and Social Security or TIN number
- Voided check (if participating in programs)
- General Eligibility Forms

Documents Needed to Start (Cont.)

If the participating producer is...	Then require...
A person	AD-1026 CCC-902I CCC-902I Short Form Automated CCC-902 CCC-903 CCC-941 FSA-211 CCC-860
A general partnership or joint venture	AD-1026 CCC-901
A corporation, LLC, LLP, LP, association, or any other similar legal entity	Automated CCC-902 CCC-902E
An estate	CCC-902E Continuum CCC-903
A trust	CCC-941 FSA-211 CCC-860

Documents Needed to Start (Cont.)

- AD-2047: Customer Data Worksheet
 - This form will be filled out for all individuals and legal entities (including entity members) who have not previously provided their personal information to USDA that positively identifies the applicant.
- CCC-860: Socially Disadvantaged (SDA), Limited Resource (LR), Beginning Farmer or Rancher (BFR), Veteran Farmer Certification
 - This form is to be used by FSA customers to certify that they or the entity or joint operation are a member or if applicable members of a socially disadvantaged group, qualify as a limited resource FSA producer, are a beginning farmer or rancher or is a veteran farmer or rancher.
 - Some programs pay provide increased payments or waived fees for these certified producers
 - For entities, this can apply for the entire entity if over 50% of the entity are owned by an SDA, LR, BFR and Veteran Farmer

Documents Needed to Start (Cont.)

- AD-1026: Highly Erodible Land Conservation (HELC) & Wetland Conservation (WC) Certification
 - Producers shall use this form to certify compliance with the highly erodible land and wetland conservation provisions as a condition of eligibility for certain USDA programs. It is not necessary to complete this form if a previously filed AD-1026 is on file in the FSA serving office and there have not been any changes in your farming operation or changes to the previously listed affiliates.
- CCC-902, 902I, 902E: Farm Operating Plan for Payment Eligibility
 - This form is used as a farm operating plan for payment eligibility during 2009 and subsequent program years.
 - 902I: Farm Operating Plan for Individual
 - 902E: Farm Operating Plan for Entity

Documents Needed to Start (Cont.)

- CCC-901: Members Information
 - Producers within an entity are required to complete this form to report information about their farming operation.
 - This form will be completed with the CCC-902
- CCC-903: Worksheet for Payment Eligibility and Payment Limitation Determinations
 - This form is used as a worksheet for payment eligibility and payment limitation determinations.
 - Actively Engaged Determinations will be made on this sheet and will be completed with the CCC-902

In order to complete these plans, producers will have to provide entity and operation documentation (i.e. Articles of incorporations, deeds, leases, trust agreements, etc)

Documents Needed to Start (Cont.)

- CCC-941: Average Adjusted Gross Income (AGI) Certification and Consent to Disclosure of Tax Information
 - This certification and consent to disclosure statement is to be used for the certification of compliance with the \$900,000 AGI limitation applicable to 2011 through 2024 crop, program, and fiscal year benefits.
 - Average over the 3 taxable years preceding the taxable year for which benefits are being requested
 - An AGI Waiver for the \$900,000 limit can be submitted on a case-by-case basis
- FSA-211: Used by a producer to authorize someone else to conduct business with the county FSA office.
 - FSA, Powers of Attorney
 - Only applicable for acting on behalf of a producer for program benefits. Cannot be used on AGIs or other legal documents outside of USDA

Documents Needed to Start (Cont.)

- SF-3881: Payment for Enrollment Form for FSA
 - USDA payments are generally directly deposited with your bank. This form will allow you to set up or change your direct deposit information for USDA payments.
 - If you are an NRCS customer only, this form is the SF-1199A
- FSA-2038 Farm Business Plan for Farm Loan Applicants/Borrowers
 - This is for Farm Loan Applications only. This worksheet is part of your farm loan application process and is used to gather income and expense information from applicants and borrowers.

*NOTE: In some cases, producers are only NRCS customers. Producers will still work with the FSA office to get these general eligibility documents filled out

Documents to Get Started-Program Applications and Stay Up to Date

- After your initial documents are submitted, you can then start applying for programs
- Stay in contact with your local office so you are aware of upcoming dates and deadlines
 - GovDelivery is our Newsletter that will give producers the most current information. They go out monthly by state offices and county offices
 - Let offices know of any changes in your operation
- Check with your local office for annual, re-occurring documents such as CCC-941s and Acreage Reports

Digital Processes & Self-Serve Options

- The U.S. Department of Agriculture (USDA) is driven to lead the way in customer-centered, data-driven service delivery across the Federal Government. It is our goal to accelerate the use of modern technology and digital tools that our internal and external customers expect in every aspect of their lives. Customers should be able to:
 - Easily find information on our websites
 - Fill out forms, pay fees, provide digital signatures, research programs and more!
 - Digital Resources: GovDelivery, Box and OneSpan, Wacom Signature Pads, Kiosks, and Farmers.gov Accounts

Digital Processes & Self-Serve Options (Cont.)

■ GovDelivery

- Receive email and text message alerts from USDA's FSA, NRCS, and RMA while on-the-go, in the field, on the tractor or even on horseback.
- Subscribe to receive timely updates on:
 - Deadline reminders
 - Program Notifications
 - Reporting Requirements
 - Local events
 - And much more!
- To subscribe to this service, provide your e-mail address to your local FSA county office or visit:
https://public.govdelivery.com/accounts/USDAFARMERS/subscriber/new?qsp=USDAFARMERS_12

Digital Processes & Self-Serve Options (Cont.)



■ Box

- Box is a secure, cloud-based site for FSA and NRCS customers
- Optional service for producers
- Producers can create a username and password to access your secure Box account.
- Available to any producer with access to a mobile device or computer with printer connectivity
- Can allow producers to Download, Print, Manually sign, Scan, upload, and share digitally with Service Center staff

Digital Processes & Self-Serve Options (Cont.)

■ OneSpan



- OneSpan is a secure eSignature solution for FSA and NRCS customers
- Producers will have to confirm their identity through a two-factor authentication. The County office will help you navigate this
- Optional Service for Producers
- No software downloads or eAuthentication is required
- Documents can be reviewed and e-signed through OneSpan via the producer's personal email address.
- Signed documents immediately become available to the appropriate Service Center staff.

Digital Processes & Self-Serve Options (Cont.)

Box Steps

- USDA Service Center Staff will initiate a Box invitation to your personal email instructing you to create a log-in. This is a free service.
- You will be able to use this account to view any document awaiting your action.
- You can then download the document(s) from Box, print the document(s), share large files such as photos, maps, entity documents, production evidence, etc.

OneSpan Steps

- USDA Service Center staff will initiate a OneSpan email to your personal email.
- Once received, you will click the link inside the email saying, "Go To Documents".
- Clicking the link generates either a text message with a 6-digit code or asks the personalized Q&A to verify your identity.
- Once verified, you can view and click to eSign your documents.

Digital Processes & Self-Serve Options (Cont.)

■ Wacom Pads

- FSA is prioritizing the transition of program delivery to a paperless environment.
- All county offices have been equipped with Wacom Pads
- These are signature pads that can capture digital signatures in-person.
- County offices will help producer navigate the device and get eSignatures effectively

■ Kiosks

- The Customer Kiosks will be available in all county offices and can be used by producers to do the following:
 - Sign in to Farmers.gov accounts, Review program deadlines, Google search and internet browsing, eAuthentication, FarmSign (access to OneSpan)

Digital Processes & Self-Serve Options (Cont.)

- Farmers.gov Accounts
 - Producers can create and utilize Farmers.gov accounts to manage their FSA and NRCS documents virtually.
 - Producers can:
 - Make USDA direct farm loan payments online using the Pay My Loan feature. View farm loan information, history, and payments.
 - View, upload, download and e-sign conservation documents. Get help understanding technical terms and find answers to your questions. View and track your current and past conservation practices and contracts, including the amount of cost share assistance received and anticipated.
 - Switch account profiles to do business for your power of attorneys, business entities, and signature authorities.
 - View, print and export detailed farm records and farm/tract maps.

Digital Processes & Self-Serve Options (Cont.)

- To create a Farmers.gov Account, you will need:
 - USDA Customer Record
 - An individual customer record contains information you have given to USDA to do business with them, like your name, address, and phone number. Make sure this information is updated with your county office.
 - If you don't have a customer record, contact your local office to fill out a Customer Data Worksheet (AD-2047)
 - Login.gov Account
 - Login.gov is a sign in service that gives people secure online access to participating government programs.
 - Identity Verification
 - You can choose to verify your identity with Login.gov or in-person at a USDA Service Center.

Online Resources

- All available program factsheets
 - <https://www.fsa.usda.gov/news-room/fact-sheets/index>
- Colorado FSA Website:
 - <https://www.fsa.usda.gov/CO>
- Signup for GovDelivery for all USDA monthly updates:
 - https://public.govdelivery.com/accounts/USDAFARMERS/subscriber/new?qsp=USDAFARMERS_12
- Producers can manage their FSA data themselves by creating and using Farmers.gov
 - <https://www.farmers.gov/>
- Loan Assistance Tool
 - <https://lat.fpac.usda.gov/>



Questions about the Farm Service Agency?

USDA Upcoming Program Deadlines & Important Dates

FSA

- April 29: Dairy Margin Coverage Program (DMC) Deadline
- Tentative May 24: Grassland CRP Signup Deadline (Not announced yet)
- July 15: Spring Crop Reporting Deadline

NRCS

- July 2: Potential partners are invited to propose RCPP projects where NRCS and partners co-invest in impactful and innovative solutions to on-farm, watershed, and regional natural resource concerns.

RD

- REAP Office Hours:
 - May 1st at 10 AM MST – register [here](#)
 - May 29th at 10 AM MST – register [here](#)
- June 30: Rural Energy America Program (REAP) Grant Deadline 2
- Sept. 30: Rural Energy America Program (REAP) Grant Deadline 3

RMA

- July 15: Spring Crop Reporting Deadline

Future Webinar Dates & Topics

- May 15, RD financial assistance programs REAP Program and Value-Added Producer Grants
- June 19, Working with the Risk Management Agency (RMA) Crop & Livestock Insurance
- July 17, Technical and financial assistance to producers and forest landowners to address natural resource concerns (NRCS)
- August 21, Soil Health and how use Web Soil Survey
- September 18, Urban Ag
- October 16, What CSU has to offer
- November 18, Colorado Department of Agriculture New Farmer & Rancher Resources

**All Previous Presentations and Materials, along with future registration links can be found on Colorado FSA's website: <https://www.fsa.usda.gov/state-offices/Colorado/resources/index>

**Previous Recordings can be found on NRCS YouTube:
<https://www.youtube.com/@coloradonrcs4011>

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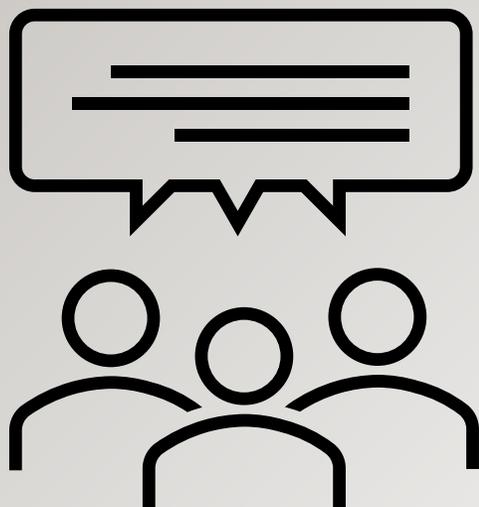
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Questions?