



USDA Programs in the Time of Coronavirus: Producer Resources

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Introduction

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- Don't hear audio through your device? Audience phone bridge is available
- Questions should be submitted through the chat box
- Questions as applicable, will be answered and added to the CFAP FAQ page:

<https://www.farmers.gov/cfap/faq>



Today's Discussion

- **FSA, NRCS, and RMA program flexibilities**
- Working with your local service center

- **What is CFAP?**
- Program basics

- **CFAP Notice of Funding Availability**
- Understanding the NOFA
- How producers can submit data about additional commodities

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New Service Options & Flexibilities

FSA has new ways of providing service to our customers!

- Working remotely with staff during Coronavirus
- Electronic options for submission of documents and processing
- Farm Programs and Farm Loan Programs adjustments during Coronavirus



Office Operating Status

- Open for business, including some offices for in-person appointments
- If you need service, call ahead to schedule an appointment with your local Service Center
- Health screenings for in-person appointments
- May be asked to wear a face covering for in-person service
- Field work continues
- USDA staff in office to work with producers in person, over the phone, and using online tools

Box and One Span

New and Existing Customers

Two new tools to allow producers to access, sign and share documents with your local service center. Your local FSA staff can help you get set up to perform secure business transactions with FSA.

- **Box:** Digital file sharing and obtaining pen/ink signature
- **OneSpan:** a secure digital eSignature solution for doing business remotely with FSA via a few clicks on a smart phone or home computer



FSA Program Flexibilities

- **Farm Loan Program**
 - Loan making process
 - Servicing Direct Loans
 - Youth Loans
 - Servicing Guaranteed Loans
- **Commodity Loans**
 - Marketing Assistance Loans (MAL)
 - Farm Storage Facility Loans (FSFL)

Farm Loan Program Flexibilities

Loan Making Process

New and Existing Customers

- **Direct Loan Application:** Loan officials may grant an extension to applicants who need more time to submit documents related to a farm loan application
- **Lien Searches:** Not required to be considered an eligible application BUT the loan cannot be closed until lien search is complete

Loan Making continued

Loan Closing Process

Existing Customers

- Documents can still be processed, even if lien and record searches cannot be completed due to closed local government buildings
- Once lien and record searches are complete, FSA will close the loan

Direct Loan Servicing

Existing Customers

- Security on loans can be released
- Temporary lowering or reduction of assignments
- Your FSA Farm Loan Compass
- <https://www.fsa.usda.gov/programs-and-services/farm-loan-programs/farm-loan-servicing/index>
- Some servicing action timeframes temporarily extended

Disaster Set Aside

Existing Customers

The following is now authorized:

Covid 19-DSA when the borrower does not have sufficient income available to pay all family living and farm operating expenses, other creditors, and debts to the Agency as a result of the pandemic.

A second DSA, for borrowers who already have a DSA when, as a direct result of the COVID-19 outbreak, the borrower does not have sufficient income available to pay all family living and farm operating expenses, other creditors, and debts to the Agency.



Youth Loans

Existing Customers

Challenges:

- Lack of market due to pandemic
- Developing cashflow

Stay in touch with your loan officer

- Opportunity to submit debt settlement application
- Potential loan forgiveness

Guaranteed Loan Servicing

Existing Customers

- Advances on annual lines of credit for Standard Eligible Lenders (SEL)
- Emergency advances on lines of credit for SEL and Certified Lender Program (CLP) lenders
- Deferral and loan restructuring requests for SEL and CLP lenders for borrowers with an associated pending credit action



Commodity Loan Flexibilities

Marketing Assistance Loans (MAL)

New and Existing Customers

- Extension of normal MAL maturity to 12 months
 - Available to nonrecourse loans
- Intended for crop years 2018, 2019 and 2020
- Loans must be in open and good standing with a maturity date of March 31, 2020 or later
- New loans requested by September 30, 2020, will have a 12-month maturity

Farm Storage Facility Loans (FSFL)

Existing Customers

- FSFL's without need of additional security can be closed electronically or by fax
- Photo submission of projects
- Temporary halt on:
 - Accelerations
 - Foreclosures
 - Liquidations



Eligibility for County Committees

- Agricultural producers who participate or cooperate in an FSA program may be nominated for candidacy for the county committee
- Serving as a COC member is an opportunity to be a part of a board of local farmers!
- Find out more by visiting our COC webpage: fsa.usda.gov/elections

FSA County Committees

- **Nominate!**
 - Yourself or others
 - Ongoing now through August 1, 2020

- **Vote!**
 - Use your voice to have a say in who represents you
 - Vote between Nov. 2 – Dec. 7, 2020



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NRCS and RMA Resources and Flexibilities for Producers

Natural Resources Conservation Service: Example Flexibilities

- Signatures

- During COVID-19, certain program applications and forms can be accepted as digital or scanned signatures in place of in person signing

- Delays

- Local staff have the latitude to work with producers one on one to address delays in practice implementation.

- Site Visits

- Replace site visits with calls when possible
- Conduct multiple activities during one site visit instead of making multiple site visits
- Minimize the number of staff and individuals present during a farm or site visit

EQIP: Emergency Animal Mortality Management

- Through the Environmental Quality Incentives Program (EQIP), NRCS can provide technical and financial assistance due to an emergency animal mortality event
- The Emergency Animal Mortality Management practice can help producers offset the costs associated with depopulating livestock due to the pandemic
- Beginning Farmers and Ranchers and other Historically Underserved Producers who meet eligibility requirements and participate in the program can receive a higher payment rate

EQIP Emergency Animal Mortality: Eligibility

- To receive assistance, both an application and approved early start waiver must be filed with the local NRCS field office prior to disposal of animal carcasses
- Producers must have farm records established with the Farm Service Agency (FSA), meet all eligibility requirements
- Prior to payment, a livestock or poultry mortality certification is required by a veterinarian or animal health specialist
- Financial assistance is limited and not all applications will be funded
- Payment limitations apply
- Call the NRCS office at your local USDA Service Center. Find your local USDA Service Center at farmers.gov/service-center-locator

Risk Management Agency Flexibilities

In response to the Covid19 Pandemic, RMA engaged its stakeholders and issued Manager's Bulletins to provide program flexibility and relief to crop insurance policyholders

- Manager's Bulletins are issued by the Administrator's Office to provide instruction to Approved Insurance Providers who deliver the Federal Crop Insurance Program to Producers

RMA Manager's Bulletins

- Insurance Deadlines and Additional Relief
- Production Reporting Deadlines
- Interest Deferral
- Self Certification of Replanted Acreage
- Dairy Revenue
- Organic Certificates

Risk Management Agency

See RMA Covid Resources at:
www.rma.usda.gov

- Manager's Bulletins
- Frequently Asked Questions
- Press Releases

Visit our page for important contact info:

- Approved Insurance Providers & Agents
- RMA Staff, Regional Offices
- Click "RMA Local" on RMA Homepage

A screenshot of a webpage titled "Crop Insurance COVID-19 Flexibilities". The page features a photograph of a farm at sunset, with several large white silos on the left and a person walking in a field on the right. Below the photo, there are two bullet points: "Information for Approved Insurance Providers" and "Information for farmers at farmers.gov/coronavirus".

- Information for Approved Insurance Providers
- Information for farmers at farmers.gov/coronavirus

Coronavirus Food Assistance Program

Goal: Relief for producers impacted by COVID-19

Provides direct payments to producers of eligible commodities

- Addresses price declines and supply chain disruptions, and additional marketing costs
- 80% of eligible payment now

Coronavirus Food Assistance Program

- CFAP sign up runs from **May 26, 2020 - August 28, 2020**
- Producers must submit all eligibility forms within 60 days of signed application
- Producers apply individually to their local office through phone, electronic methods, mail or hand delivery to an office drop box
- Producers self-certify to their losses; documentation needed for spot checks

Eligibility

Eligible producers:

- Must have ownership risk of identified commodities that suffered a 5% or greater national price decline as a result of the COVID-19 Pandemic or had substantial marketing costs of inventories*
- Produce or own one of the following commodities:
 - Milk
 - Livestock
 - Non-Specialty Crops
 - Wool
 - Specialty Crops
- Visit <https://www.farmers.gov/cfap> to see the full list of eligible commodities

*not applicable for specialty crops categories 2 and 3

Eligibility

- Producer does NOT need to be an existing USDA customer
- Producers must own or share in the risk of the commodity and have a share of the commodity available for marketing
- Producer can participate in PPP or EIDL or USDA programs (including loans or risk management programs), if eligible, without conflict

Entity eligibility info

- \$250,000 per person and legal entity payment limitation
- Unlike other FSA programs, special payment limitation rules are applied to participants that are corporations, limited liability companies, and limited partnerships (corporate entities).
 - Can receive up to \$750,000 based upon the number of shareholders (not to exceed three shareholders) who are contributing at least 400 hours of active person management or personal active labor

Commodities NOT Eligible

Commodities that did not suffer a five percent-or-greater price decline from mid-January 2020 to mid-April 2020 are not eligible for CFAP except for 2 categories of specialty crops

Commodities not eligible:

- Sheep more than 2 years old, eggs/layers, soft red winter wheat, hard red winter wheat, white wheat, rice, flax, rye, peanuts, feed barley, Extra Long Staple (ELS) cotton, alfalfa, forage crops, hemp, and tobacco.

Note: USDA may reconsider the excluded commodities if credible evidence is provided.

CFAP Payments

- Will be processed and paid immediately after the application is approved
- Will not be withheld to satisfy prior USDA debts nor offset by Treasury

Note: This is not a loan program and payments do not have to be repaid (unless there has been an error or fraud). There is no fee to apply for this program

Additional Commodities to be Considered for CFAP

Notice of Funding Availability (NOFA) requests info and data from stakeholders and producers on other commodities by **June 22, 2020**

- Seeks data on any commodity not currently eligible for CFAP
- Specific emphasis on data for nursery and aquaculture, and cut flower products

General info

- Producers should report all their eligible commodities on one CFAP application.
- If you have eligible commodities, apply now. You can amend later if more commodities are made eligible through NOFA

Forms & Documentation

When applying, farmers will need to complete the following forms:

- **CFAP Application – AD-3114** (automatically generated from the CFAP Application Generator and Payment Calculator)
- Member Information – CCC-901*
- Adjusted Gross Income – CCC-941*
- Income from Farming – CCC-942*
- Highly Erodible Land / Wetlands – AD-1026*
- Customer Information – AD-2047*
- Direct Deposit – SF-3881*

*Existing customers:
Many of these
documents may
already be on file
with FSA.*

A CFAP Application Generator and Payment Calculator is available to assist with the CFAP application process.

Applying for CFAP: Helpful tools

- **Questions?** FAQs at <https://www.farmers.gov/cfap/faq> are updated often!
- CFAP Application Generator and Payment Calculator helps you fill out your application and determine estimated payments
- FSA posts our program policy handbooks and notices online for transparency
 - Handbook: 1-CFAP
 - Notice: CFAP-1

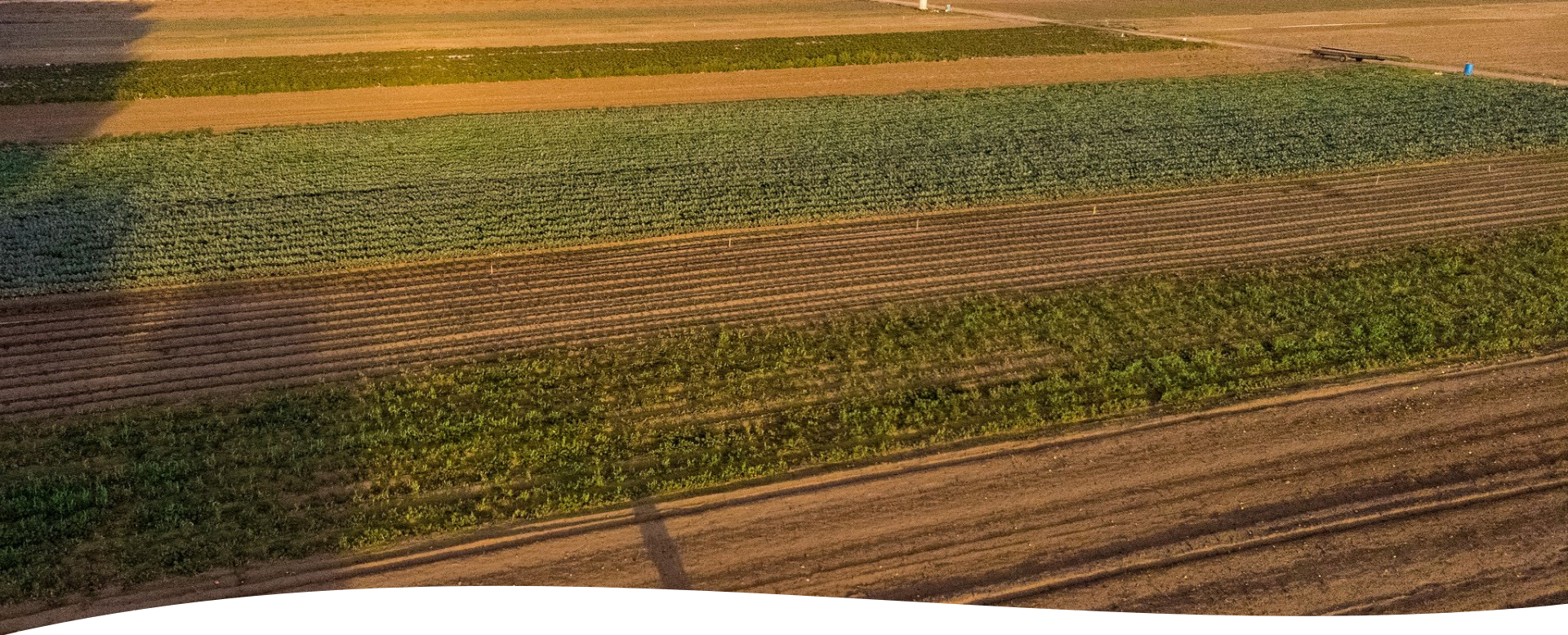
Applying for CFAP: Get help!

You can ask for and receive help in filling out your application

- Call the CFAP Call Center staffed by FSA employees
- Most offices are open for PHONE appointments only
- Language interpretation available for non-English speakers
 - USDA videos posted to You Tube offer closed-captioning in different languages
 - Call-center users should press 1 and identify the language they need. Spanish speakers press 2
 - Fact sheets available in Spanish

USDA partner organizations have experience working with FSA

- Organizations receiving funding from USDA often offer free technical assistance to producers



Utilizing the Customer Call Center

- New FSA customers can call: **877-508-8364**
- Work one-on-one with an employee and get a direct transfer to the applicable service center

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New to USDA?

- No farm number needed to apply and receive payment
 - FSA may follow up with certain producers after CFAP to establish a farm record in order to fulfill Highly Erodible Conservation and Wetland Conservation requirements
- Ask for help with your application
 - Phone appointment
 - CFAP Call Center
- Demographic and operation information forms needed. Producers will need to provide:
 - Name and address
 - Personal information, including your Tax Identification Number
 - Farm operating structure
 - Adjusted Gross Income compliance certification to ensure eligibility
 - Direct deposit information to enable payment

Order of events for farmers



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What happens after I sign my application?

- Producers have 60 days from signing their CFAP application to resolve any eligibility issues with their local office
- Local office begins reviewing a producer's application after the producer signs it, and will follow up with questions or missing information
- Approved applications are sent to processing for payment
- Producers will be notified and provided opportunity to respond to adjustments by USDA that affect a producer's payment

Tips for success

- Visit: www.farmers.gov/cfap
 - Video of CFAP Application Generator and Payment Calculator available
- Utilize call center for initial application questions
- Take advantage of virtual applications
 - If needed, can be mailed
- Submit information through NOFA process for unlisted crops to be considered

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