



Advisory Committee on Minority Farmers

May 10, 2016 1:00 p.m. – 5:00 p.m. (CST)
May 11 – 12, 2016 9:00 a.m. – 5:00 p.m. (CST)

Renaissance New Orleans Arts Hotel
700 Tchoupitoulas Street, New Orleans, LA 70130
Public Call-In: (888) 455-1685 Passcode: 4225205#

AGENDA	Tuesday, May 10 (1:00 p.m.)
Call to Order, Administrative, Introductions, 1:00pm <ul style="list-style-type: none">• Kenya Nicholas, Designated Federal Officer (DFO)• RJ Cabrera, Deputy DFO and Facilitator• Committee Member Introductions	
Introductory Remarks <ul style="list-style-type: none">• Chairperson Paula Garcia, Minority Farmers Advisory Committee	
United States Department of Agriculture (USDA), 1:30pm <ul style="list-style-type: none">• Carolyn Parker Director Office of Advocacy and Outreach	
USDA Rural Development, 1:45pm <ul style="list-style-type: none">• Kevin W. Boone Western Regional Energy Coordinator	
USDA Foreign Agricultural Service, 2:30pm <ul style="list-style-type: none">• Daniel Whitley Deputy Administrator, Office of Global Analysis	
Break, 3:15pm	
USDA Farm Service Agency Update, 3:30pm <ul style="list-style-type: none">• Shayla L. Watson Stakeholder Engagement Specialist	
Public Comments Period, 4:00pm	
Minority Farmers Advisory Committee Members, 4:15pm USDA/OIG Report No. 50601-0002-21- March 2016	
Wrap-Up and Adjourn, 5:00pm	



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AGENDA	Wednesday, May 11, 2016
Call to Order and Review of Day 1, 9:00am	
USDA Farm Service Agency, 9:15am <ul style="list-style-type: none">• Presentation by the FSA Subcommittee Development of recommendations	
<i>Break, 10:30am</i>	
USDA Farm Service Agency, 10:45am <i>Continued deliberations and drafting recommendations</i>	
Public comment period, 12:00noon	
<i>Lunch, 12:30pm</i>	
USDA Civil Rights, 1:30pm <ul style="list-style-type: none">• Presentation by Civil Rights Subcommittee Development of recommendations	
<i>Break, 2:45pm</i>	
USDA Civil Rights, 3:15pm <i>Continued deliberations and drafting recommendations</i>	
Public comment period, 4:00pm	
USDA Civil Rights, 4:30pm <i>Continued deliberations and drafting recommendations</i>	
Wrap-up and Adjourn, 5:00pm	



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AGENDA

Thursday, May 12, 2016

Call to Order and Review of Day 2, 9:00am

USDA National Resources Conservation Service (NRCS), 9:15am
USDA Agricultural Marketing Service (AMS)
USDA Risk Management Agency (RMA)

- Presentation by the NRCS/AMS/RMA Subcommittee
Development of recommendations

Break, 10:30am

USDA National Resources Conservation Service (NRCS), 10:45am
USDA Agricultural Marketing Service (AMS)
USDA Risk Management Agency (RMA)

- *Continued deliberations/Development of recommendations*

Public comment period, 12:00noon

Lunch, 12:30pm

USDA Rural Development (RD), 1:30pm
USDA Forest Service (FS)/Foreign Agricultural Service (FAS)
USDA National Institute of Food and Agriculture (NIFA)

- Presentation by the RD/FS/NIFA Subcommittee
Development of recommendations

Break, 3:00pm

Public comment period, 3:15pm

USDA Rural Development (RD), 3:45pm
USDA Forest Service (FS)/Foreign Agricultural Service (FAS)
USDA National Institute of Food and Agriculture (NIFA)

- *Continued deliberations and drafting of recommendations*



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Wrap-up and Adjourn, 5:00pm



Rural Energy for America Program

REAP

*Renewable Energy
Systems & Energy
Efficiency Improvements
Program*



Eligible Applicants

Agricultural Producer



- **Individual or entity that receives 51 percent or more of their gross income from agricultural production** – crops, livestock, aquaculture, forestry operations, nurseries, dairies

Rural Small Business



- **For-profit small business** - as defined by the Small Business Administration (SBA)
- **Rural area or non-metro community of $\leq 50,000$**

Improve Profits for Your Rural Small Business, Farm or Ranch with REAP

Energy Efficiency		Renewable Energy	
	Lighting		Solar
	Heating		Wind
	Cooling		Small Hydroelectric
	Ventilation		Anaerobic Digesters
	Fans		Biomass
	Automated Controls		Geothermal
	Insulation		Wave/Ocean Power

The technology must be commercially available. Research and development projects do not qualify.



Eligible Project Costs

- **Equipment:**
 - Purchase & installation
 - New or refurbished
- **Post-application construction & facility improvements**
- **Retrofitting**
- **Professional service fees**
- **Permits & license fees**
- **Working capital, land acquisition (Guarantee loan ONLY with restrictions)**



Ineligible Project Costs

- **Residential energy projects**
- **Equipment:**
 - Farm tillage equipment
 - Used equipment
 - Vehicles
- **Pre-application construction & facility improvements**
- **Application preparation or grant writer fees**
- **Line of credit**
- **Lease payments**
- **Payment to the applicant/business owner, beneficiary, or relative**

REAP Grant Assistance

Up to 25%
of Eligible Project Costs

 Renewable Energy Systems		 Energy Efficiency Improvements	
Minimum Grant Request	\$2,500 Total eligible project costs \geq \$10,000	Minimum Grant Request	\$1,500 Total eligible project costs \geq \$6,000
Maximum Grant Request	\$500,000 Total eligible project costs \geq \$2 million	Maximum Grant Request	\$250,000 Total eligible project costs \geq \$1 million

REAP Guaranteed Loan Assistance

Up to 75%
of Eligible Project Costs

Minimum Loan Amount	\$5,000 Total eligible project costs \geq \$6,667
Maximum Loan Amount	\$25 million Total eligible project costs \geq \$33.4 million
Details	<ul style="list-style-type: none">• USDA guarantees a commercial loan; applicant must have a willing lender.• Terms are negotiated between the lender and borrower.• Fees, appraisals, equity & collateral requirements apply.

REAP Application Window Closing Deadlines

<p>May 2, 2016</p>	<ul style="list-style-type: none"> ➤ Set Aside Fund Competition-Grant Request \$20,000 or less ➤ Grant Request > \$20,000 ➤ Combination Grant/Loan Request
<p>May 2, 2016</p>	<ul style="list-style-type: none"> ➤ Grant Request \$20,000 or less not competing for set aside ➤ Grant Request > \$20,000 ➤ Combination Grant/Loan Request
<p>Continuous Application Cycle</p>	<ul style="list-style-type: none"> ➤ Guaranteed Loans <p>*Loan must score a minimum of 50 to compete monthly</p> <p>*First monthly competition held once 8 applications on file</p>

Chicken Farm



Radiant heat, fans, vents & computerized controls



- \$99,293 Total Cost
- \$20,000 REAP Grant
- \$79,293 Commercial Loan



Improved egg production, reduced time and labor, energy savings

Energy Efficiency



Veterinary Hospital

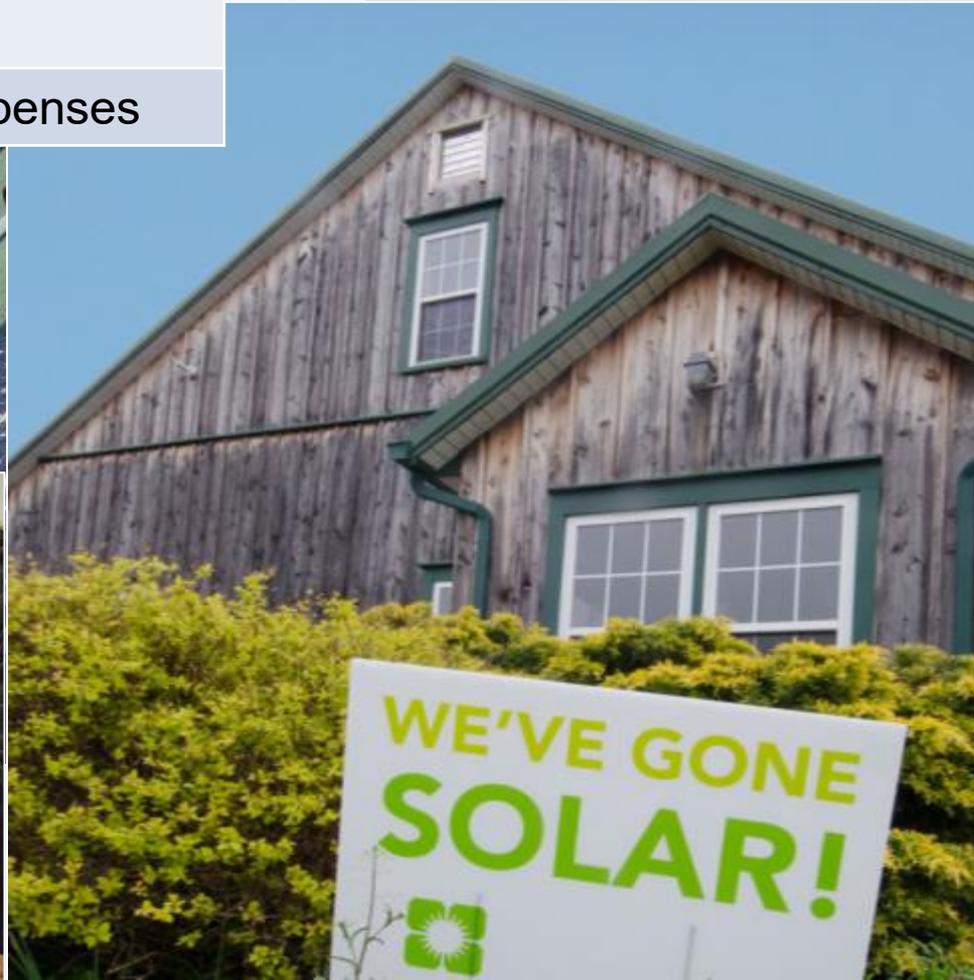


Rooftop solar panels

- \$148,050 Total Cost
- \$ 20,000 REAP Grant
- \$128,050 Applicant Funds

30-40% reduction in operating expenses

Renewable Energy



Laundromat & Dry Cleaner



Energy efficient equipment

- \$42,040 Total Cost
- \$10,510 REAP Grant
- \$31,531 Dealer Financing

52% energy savings



Energy Efficiency



Renewable Energy



Small Energy Company & Dairy Farmers



1 MW Anaerobic digester

- \$4.15 Million Total Cost
- \$100,000 REAP Grant
- \$2.65 Million REAP Guarantee

Powers an equivalent of 700 homes/year



Energy Efficiency



Nursery



Energy efficient glass roof, radiant heat, fans, vents, & computerized controls



- \$287,855 Total Cost
- \$ 71,964 REAP Grant
- \$100,000 REAP Guarantee
- \$115,891 Commercial Loan



40% reduction in energy costs



Renewable Energy



Rural Auto Repair Shop



11 kW micro-hydropower turbine

- \$78,511 Total Cost
- \$19,695 REAP Grant
- \$58,816 Applicant Funds

51% reduction in energy costs

Energy Efficiency



Rural Manufacturer



Efficient lighting system

- \$78,511 Total Cost
 - \$19,695 REAP Grant
 - \$58,816 Applicant Funds
- 50% savings on lighting bill

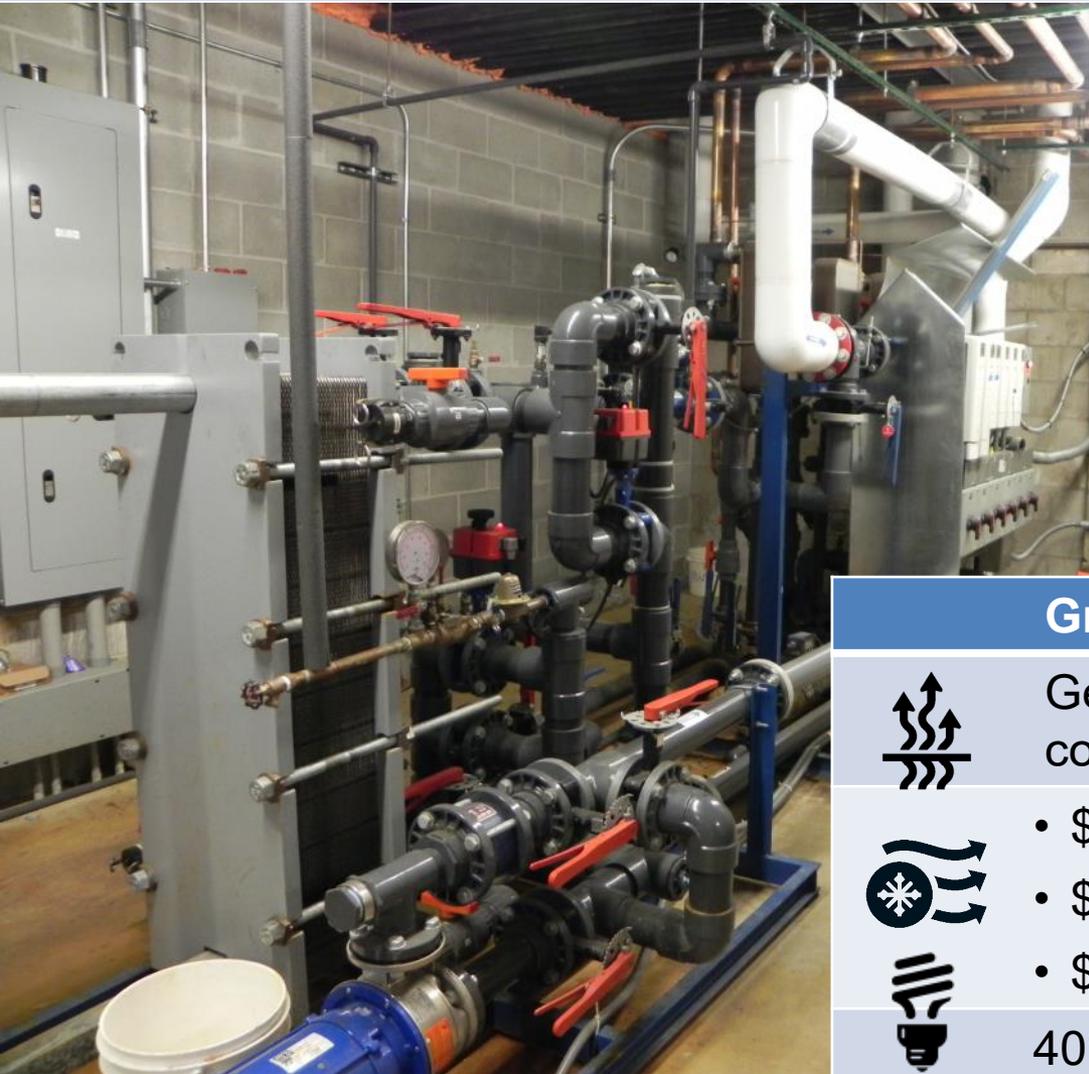
Grocery Store



Energy efficient cooler doors

- \$41,363 Total Cost
 - \$8,827 REAP Grant
 - \$2,950 Electric Co-op Rebate
- \$500 per month savings

Renewable Energy



Grocery Store



Geothermal heat, energy efficient coolers & lighting



- \$198,600 Total Cost

- \$49,650 REAP Grant



- \$148,950 Commercial Loan

40% reduction in energy costs

Energy Efficiency



Flower & Gift Shop



Energy efficient heating & cooling, insulation



- \$34,509 Total Cost
- \$8,627 REAP Grant

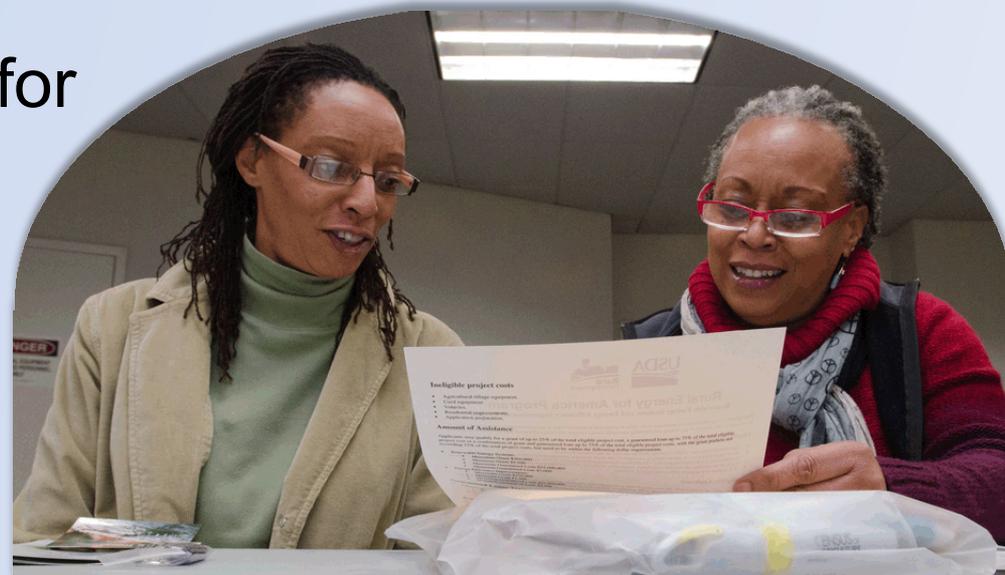


- \$17,200 REAP Guarantee
- \$8,682 Applicant Funds

60% reduction in energy costs

How to Apply

- Contact the USDA Rural Development Energy Coordinator in your state for application materials and resources:
https://www.rd.usda.gov/files/RBS_StateEnergyCoordinators.pdf
- Submit applications any time of year.
- Applications compete for funding based on score throughout the year.



Additional Funding & Technical Assistance

- State Agencies & Programs
- Incentives From Local Utilities
- Commercial Lenders





Rural Energy for America Program (REAP)

www.rd.usda.gov/reap

Rural Business-Cooperative Service
Energy Programs

USDA is an equal opportunity provider and employer. To file a complaint of discrimination, write: USDA, Office of the Assistant Secretary for Civil Rights, Office of Adjudication, 1400 Independence Ave., S.W., Washington, DC 20250-9410 or call (866) 632-9992 (Toll-free Customer Service), (800) 877-8339 (Local or Federal relay), (866) 377-8642 (Relay voice users).



Farm Service Agency

**Minority Farmers Advisory
Committee Meeting
May 10-12, 2016**

**Office of Program Education
and Stakeholder Engagement**

Overview

- **Office of Program Education and Stakeholder Engagement**
 - Receipt for Service
 - Cooperative Agreements
 - Bridges to Opportunities
- **New and Beginning Farmers and Ranchers Regional Coordinators**
- **Program Updates**
 - Farm Loan Program Microloan
 - Farm Storage Facility Loan Program Microloan
- **Foreclosure Figures**

Office of Program Education and Stakeholder Engagement

- **Name change for Outreach Division**
- **Expanding Program Education**
- **Creating Ag Partnerships**
- **Increasing Program Awareness and Participation**
- **State and County Outreach Coordinators**



Office of Program Education and Stakeholder Engagement

- **Receipt for Service**
- **Cooperative Agreements**
- **Bridges to Opportunities**

Receipt for Service

- **Required when a current or prospective producer or landowner requests a USDA benefit or service in person or in writing.**
- **Phase I – Electronic receipt for farm loan programs. Paperwork for most FSA farm programs.**
- **Phase II – Electronic receipt for all FSA programs.**

Cooperative Agreements

- **FSA allocated \$2.5 million to fund between 25 and 125 awards when the Request for Application (RFA) for Outreach, Education, Financial Literacy and Technical Assistance**
- **The purpose of the RFA was to partner with non-government organizations with a 501(c)(3) status with the IRS and public and State controlled institutions of higher education to promote identified FSA programs.**

Cooperative Agreements

- **First Round yielded cooperative agreements with 55 partners covering over 28 states.**
- **Second Round of applications are still being accepted and are due July 11, 2016.**

Bridges to Opportunities

- **Centralized location for producers to receive information.**
- **Reduces time consuming searches.**
- **Provides farmers and ranchers with information and informs partner organizations of the producer's interest.**
- **Provides a receipt for service**

New and Beginning Farmers and Ranchers Regional Coordinators

- **5 Regional Specialist Positions advertised to all U.S. citizens.**
 - **VA/NC**
 - **GA**
 - **AZ/NM**
 - **KY/TN**
 - **TBA**
- **Work across USDA field based agencies to implement USDA cross-cutting initiatives that foster and support new farmers and ranchers.**

Farm Loan Program Microloans

- **Offers flexible access to credit & serves as an attractive loan alternative for smaller farming operations**
- **Two types of microloans:**
 - **Farm Operating Loans**
 - **Farm Ownership Loans**
- **Borrow up to \$50,000**
- **Repayment terms vary**
- **Simpler process with modified requirements**

Farm Storage Facility Loan Program Microloans

- **Borrow up to \$50,000**
- **Minimum down payment reduced to 5%**
- **Shorter loan terms**
- **Self certify storage needs**
- **\$100 application fee**
- **Also includes portable storage**

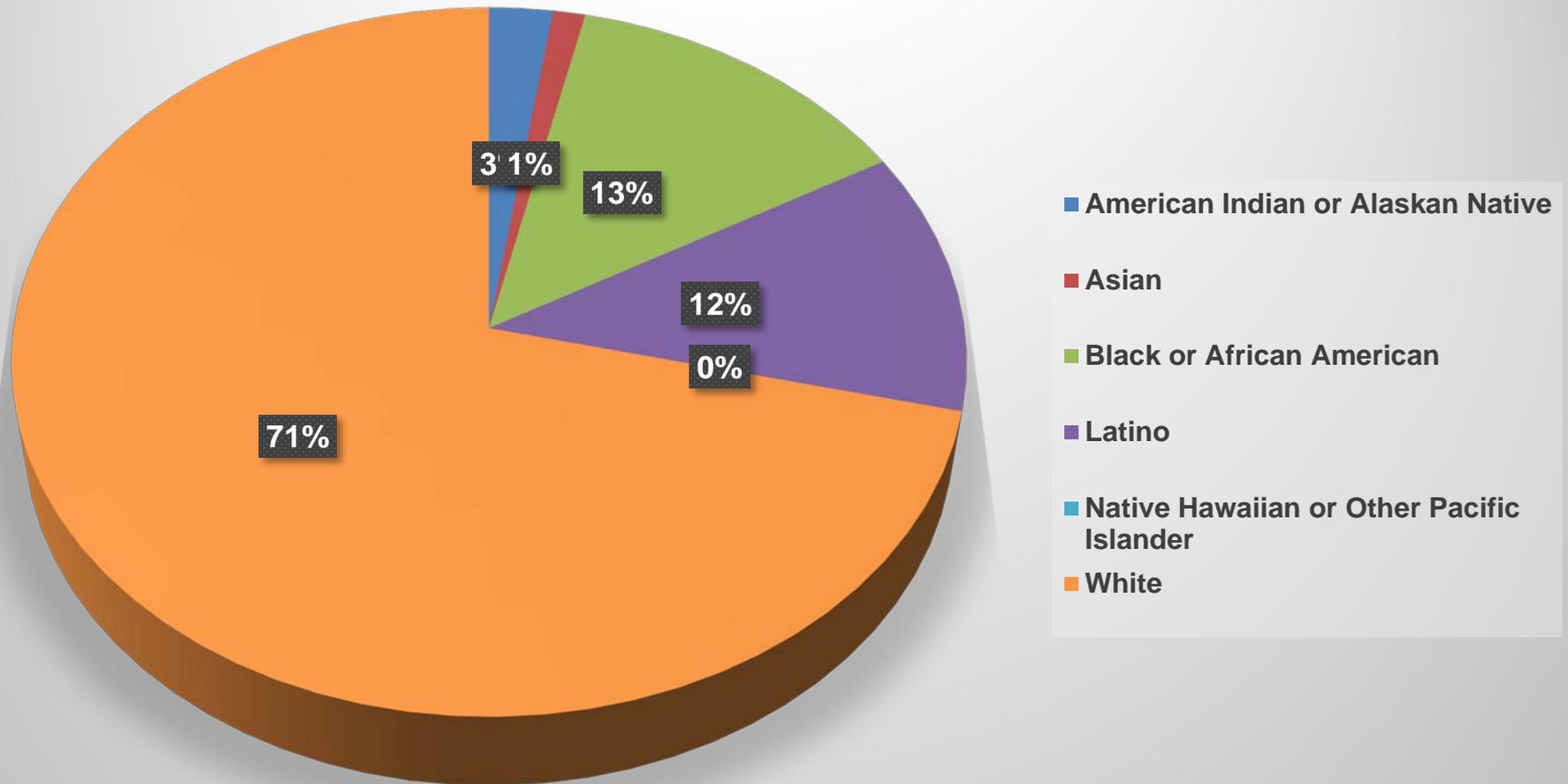
Farm Loan Foreclosures

American Indian or Alaskan Native*	Asian*	Black* or African American	Native Hawaiian* or Other Pacific Islander*	White	Latino*	Total
18	9	100	0	541	91	759

Note: Beginning with FY 2015, foreclosure survey requests were modified to request race and ethnicity information in line with how such information is gathered on FSA-2001 "Request for Direct Loan Assistance." Changes include addition of Native Alaskan to Native American Field, removing Pacific Islander from Asian Field, addition of Black to African American Field, creation of Native Hawaiian or Pacific Islander field, and additional of Latino to Hispanic field.

Farm Loan Foreclosures

Foreclosures from 2006-2016

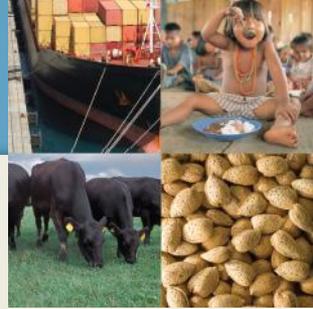




United States
Department of
Agriculture



Foreign
Agricultural
Service



Foreign Agricultural Service

Linking U.S. Agriculture to the World

Daniel B. Whitley,
Deputy Administrator



Alcorn
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*Policy Research Center At Alcorn State University
(ASU)*

Eloris D. Speight,
Policy Research Center, Socially
Disadvantaged Farmers & Ranchers

Policy Research Center Mission



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- Specializes in policy research impacting socially disadvantaged farmers and ranchers (SDFRs)
- Mission is to make policy recommendations that will improve the success of SDFRs
- Mission accomplished through a transparent management structure focusing on three areas
- Through these areas Center will make intellectual contributions that strengthen public policy debates concerning investments in future Agriculture Bills

Areas of Focus



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- Research
 - consist of literature review on agricultural policies and programs, data collection, and analysis of legislation impacting SDFRs
- Stakeholder engagement
 - reflect ongoing dialogue between the academic community and stakeholders through the use of surveys, focus groups addressing research findings, and the development of a Center advisory board
- Outreach efforts
 - include publications, development of education materials and training, creation of reading rooms, and presenting at national conferences and state meetings.

Farm Policy & SDFRs



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- Farm policy shapes the reality of the agricultural sector, and policies can be ambivalent from the point of view of offering possibilities on one hand but imposing constraints on the other
- SDFRs today are not actively involved in policy construction, interpretation and implementation
- Allegations of discrimination by USDA against socially disadvantaged farmers/ranchers and subsequent litigation, coupled with settlements, have led to much effort by USDA to examine its programs, policies, procedures and service delivery

Overview



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- The Center will specialize in research
 - past farm legislation
 - policy that impact SDFRs
- Research findings used to
 - inform intellectual and public policy debates concerning investment priorities in future Farm Bills
 - provide information to assist USDA programs and other Federal, State, Local and non-governmental organizations (NGO) programs impacting SDFRs

Overview



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- Issues/concerns are well known as a result of SDFRs providing feedback to agencies from complaints, listening sessions held by USDA and farmer organizations, commissions, advisory committees, advisory boards and other mechanisms.

Overview



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- Findings will follow with recommendations to policymakers, stakeholders and USDA on topics outlined in the report that include but are not limited to:
 - analyzing current agricultural policy and its implications on SDFRs
 - improving participation rates of SDFRs in USDA programs,
 - improving diversity of county office staff and committees
 - improving USDA agencies outreach and technical assistance to SDFRs

Overview



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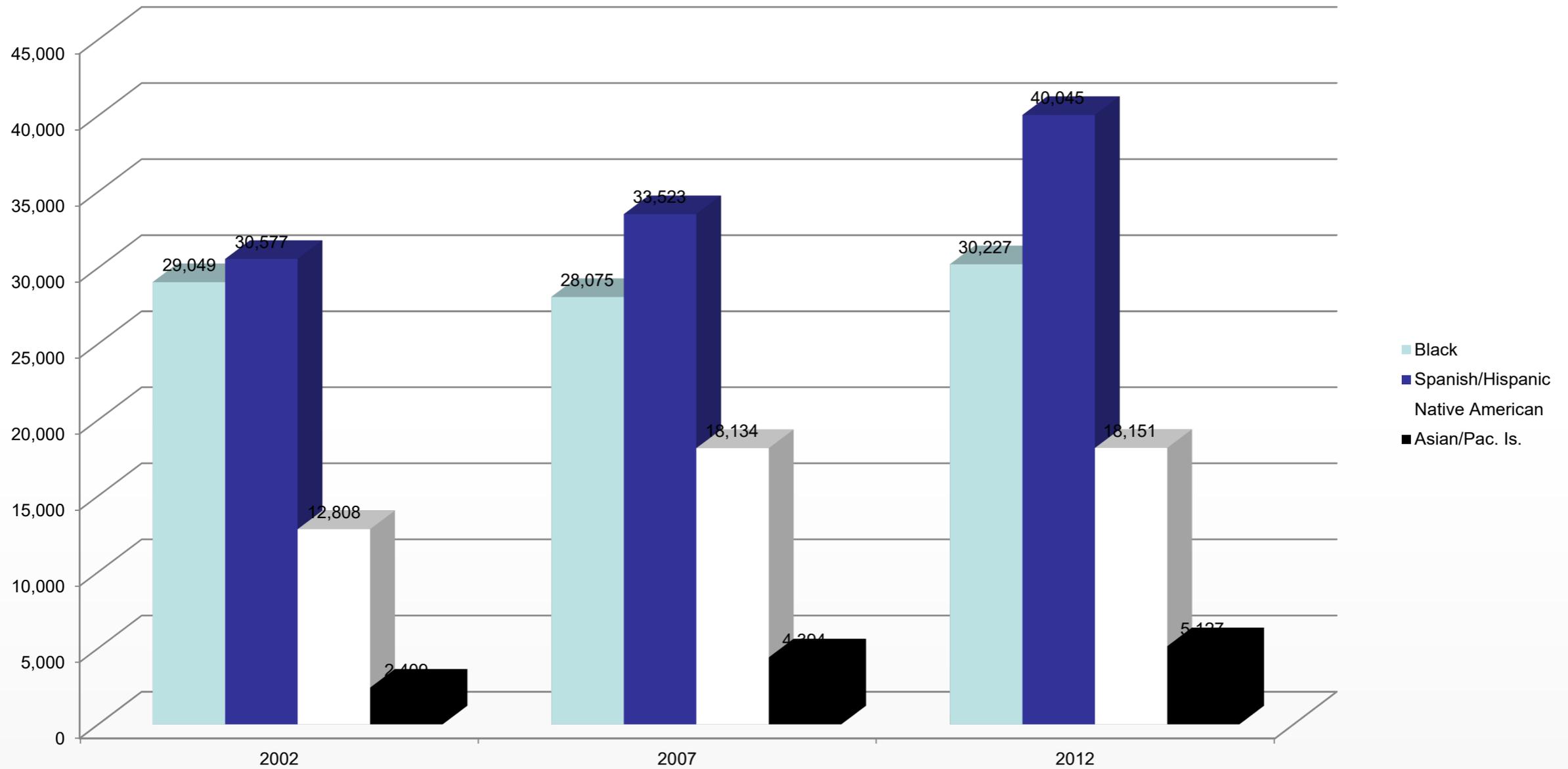
- improving the application approval process for SDFRs who are applying for USDA assistance
- enabling SDFRs to stay in farming and preserve their lands
- SDFRs having effective mechanisms and models to identify issues and problems and solve them.

Number of Socially Disadvantaged farms operating in 1890 Land-Grant Institution States by racial segments



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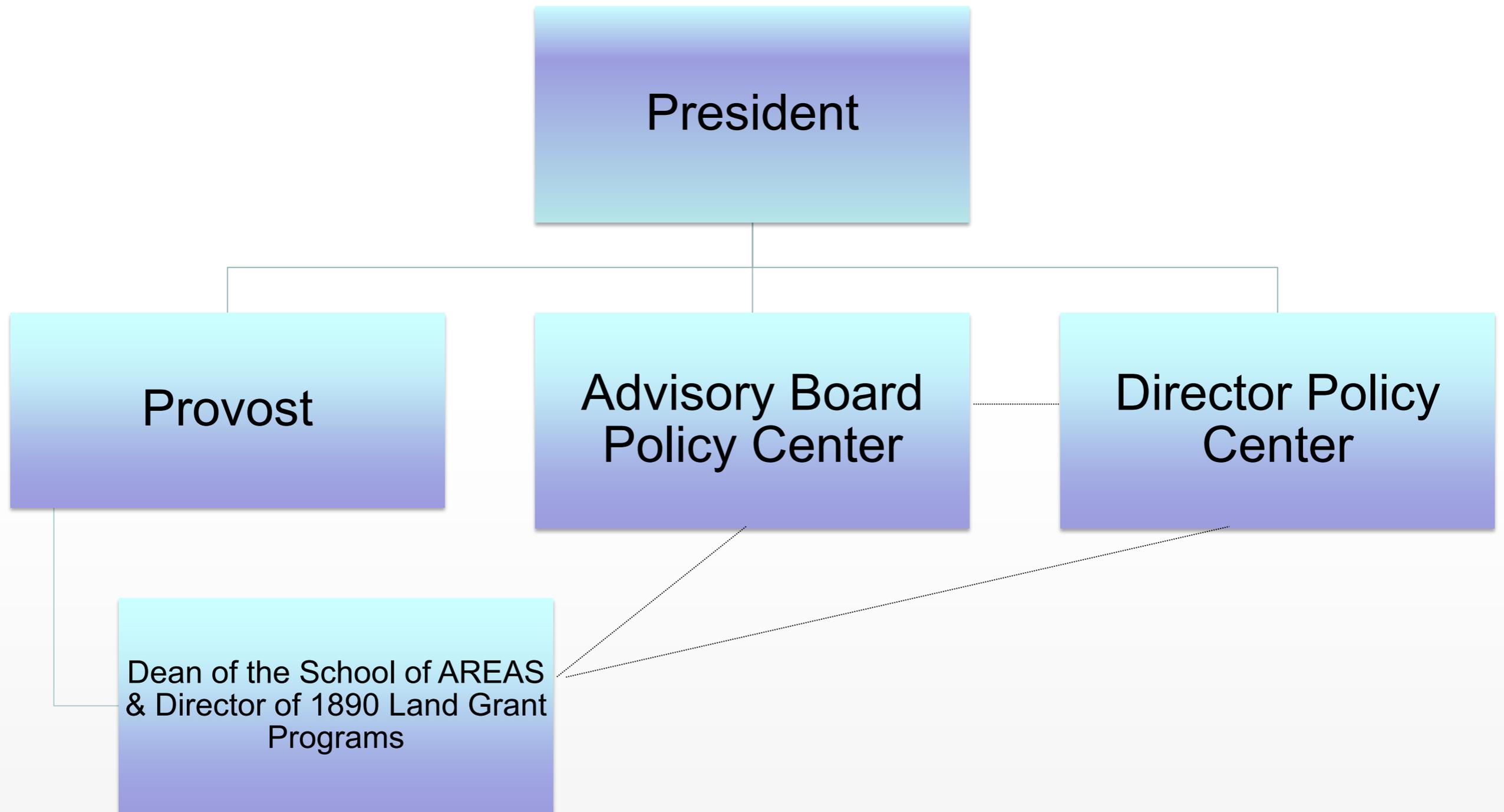
SOURCE: Census of Agriculture. United States Department of Agriculture various years (2002, 2007, and 2012)

Organization Chart – Socially Disadvantaged Farmers and Ranchers Policy Research Center at Alcorn



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Research Focus



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- Findings from the USDA Independent Assessment of Delivery of Technical and Financial Assistance Civil Rights Assessment of 2011 will guide the active research and the center will conduct a Literature Review focusing on subjects outlined in the report and other national reports regarding agriculture and SDFRs
- The literature review will investigate scholarly journals and articles written in the past five years
- Research will also include surveys and focus group discussions of the various stakeholders.

Research Focus



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- The Policy Research Center at ASU location on Alcorn's main campus in Lorman, Mississippi
- This site is designated as headquarters of the Center
 - with satellite locations in other areas through partnerships with 1890's Universities.
- Using the USDA Civil Rights Executive Summary of 2011 as opening research, the center will research the organizations' responses to the executive summary and conduct additional research on policies, cases, and actions aimed at addressing concerns of SDFRs.

Research Focus Areas



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- farm income, credit, marketing and trade
- farm programs and risk management
- land loss, retention and farmland protection
- land conservation and improvements
- catch-up policies and programs to compensate for past discrimination
- the agriculture census
- impact, use and availability of technology
- USDA intramural and extramural research priorities

Research Focus Areas



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- concentration in agriculture
- alternative agriculture
- organic agriculture
- access to USDA programs and services
- forest land management
- livestock management
- farm safety issues
- education and outreach
- other areas to be determined

Research Focus Areas



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- Incorporate these topics of inquiry for policy analysis, results, interpretation, and recommendations to policymakers, stakeholders and USDA.

Research Focus



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- Other research related activities that the Center will engage in are:
 - analyzing current agricultural policy and its implications on SDFRs
 - collecting data and information on the history of the education of SDFRs and evaluating the result of past educational efforts in the South and the ability to meet the educational needs of SDFRs today
 - collecting data on how SDFRs receive agricultural information

Research Focus



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- Other research related activities that the Center will engage in are:
 - determining how many SDFRs have received training on the use of information technology (IT) equipment and providing recommendations
 - collecting data on the reasons for the decline of SDFR-owned farms, ranches and land holdings
 - analyzing data collected from all sources and developing policy

Research Focus



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- Another area of research, education and recommendations will involve a clear identification of the **Titles** of the ***Agricultural Act of 2014*** (what the Titles cover, and how SDFRs can exploit all Titles that pertain to their respective farming and/or ranching enterprises).
- Findings from research on the Titles will become inputs for the construction of future farm legislation.

Stakeholder Focus



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- Alcorn State University will serve as the lead institution and will collaborate with the other 1890 and 1862 Land-Grant Universities
- Findings from the USDA Independent Assessment of Delivery of Technical and Financial Assistance Civil Rights Assessment of 2011 will initiate conversation among stakeholders
- The Research Center will conduct interviews with USDA agencies on their response to the findings and recommendations outlined in the above report

Stakeholder Focus



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- The president of Alcorn State University, Dean of Agriculture and Land Grant-Programs of Alcorn State University, and the Director of Policy Research Center will identify national agriculture leaders to create an advisory board
- The advisory board, chaired by Alcorn's president, will consist of a minimum of 10 members
- The purpose of the advisory board is to assist the Policy Research Center in center effectiveness focusing on the three areas of focus
- National scope

Outreach Focus



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- Disseminate research findings and to continue to gain perceptual data from stakeholders
- Outreach strategies include,
 - publications
 - creation of education materials
 - training
 - presenting at national conferences, growers meetings, and field days

Questions

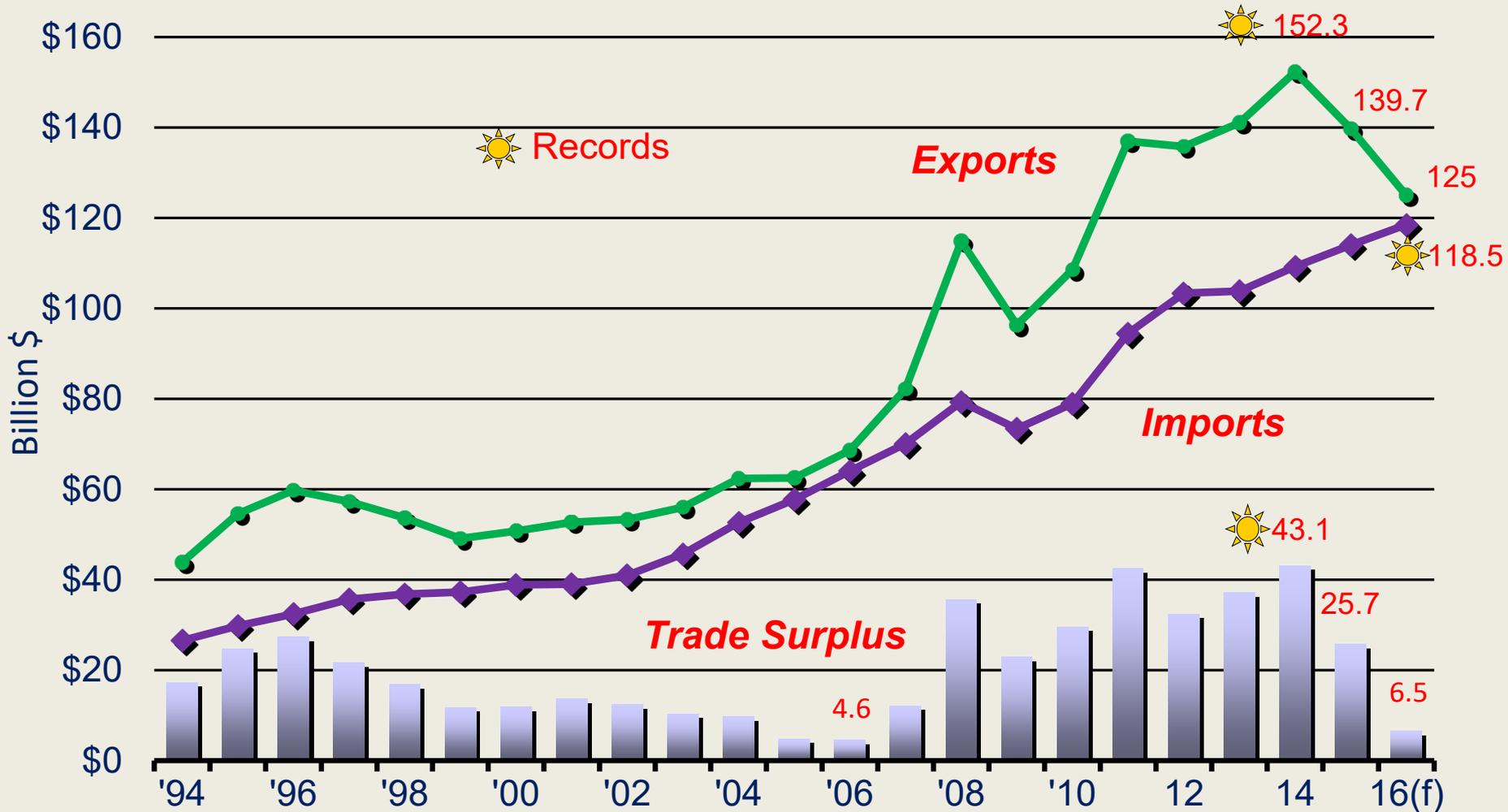


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- Connect U.S. agriculture to the world to enhance export opportunities & global food security
- Represent the diverse interests of U.S. farmers, ranchers, and processors around the world
- 93 offices worldwide, covering 171 countries

U.S. Agricultural Trade

Strong Dollar and Lower Prices Press Down Export Values



1. Trade Policy
2. Market Development & Export Assistance
3. Market Intelligence & Analysis
4. International Development

- Expand & maintain access to foreign markets by removing trade barriers & enforcing U.S. rights under existing trade agreements.
- Work with foreign governments, international organizations, & the U.S. Trade Representative to establish international standards & rules to improve accountability & predictability for agricultural trade

Market Development

- Partner with 75 cooperator groups representing a cross-section of U.S. agricultural industry
- Manage market development programs to help U.S. exporters develop & maintain markets for hundreds of products
- Support U.S. agricultural exporters through export credit guarantee programs & other types of assistance

Market Intelligence

- Provide objective intelligence on foreign market opportunities
- Prepare production forecasts
- Assess export marketing opportunities
- Track changes in policies affecting U.S. agricultural exports & imports

International Development

- Lead USDA efforts to help developing countries improve their agricultural systems & build trade capacity
- Partner with the U.S. Agency for International Development to administer U.S. food aid programs, helping people in need around the world

State Regional Trade Groups

- FAS supports four of these non-profit organizations
- Provide fundamentals of exporting, identify overseas opportunities, marketing your products through trade shows and trade missions, etc....
- SRTGs also help fund international marketing campaigns and promote U.S. farm and food products overseas

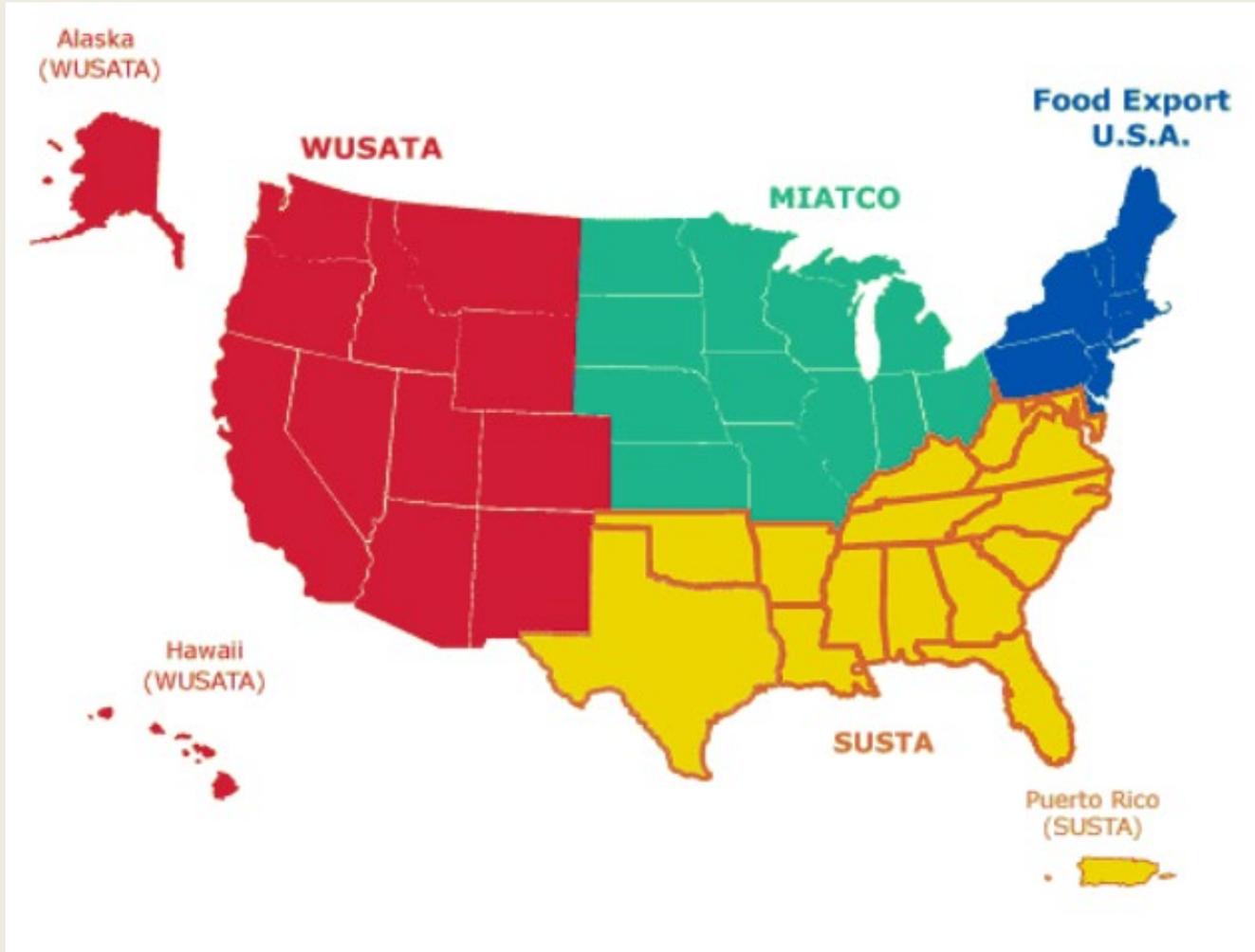


United States
Department of
Agriculture



Foreign
Agricultural
Service

State Regional Trade Groups



State Regional Trade Groups

Southern United States Trade Association (SUSTA)

SUSTA aims to increase the export of southern U.S. food and agricultural products and thus enhance the economic well-being of the region.

- exporter training and education
- analysis of export markets and training opportunities
- trade shows and buying missions
- support international marketing and promotion activities

Cooperator Community

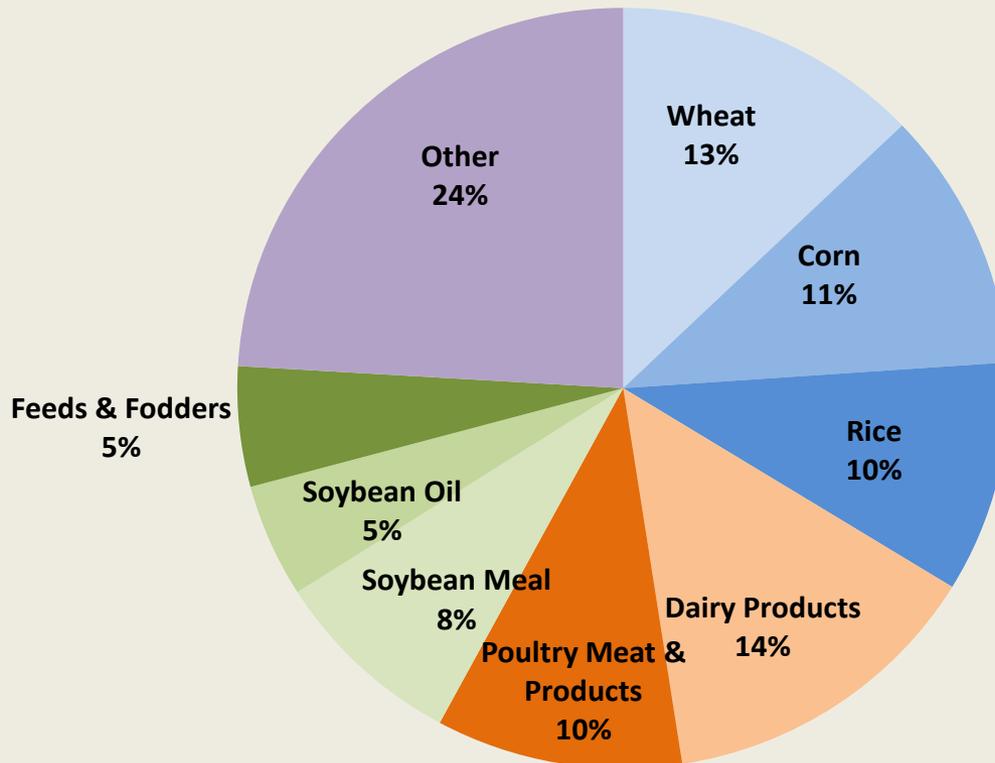
- 70 non-profit trade associations that represent producers of myriad food and agricultural products — from pecans to papayas, from sorghum to salmon, from dried beans to beef, and beyond
- export assistance, trade missions, research on market opportunities
- e.g. (American Soybean Association, Cotton Council International, Intertribal Agriculture Council, etc....)

Getting Started

1. FAS Website <https://www.fas.usda.gov/topics/getting-started>
2. Contact Your State Regional Trade Group
3. Market research (Global Agricultural Information Network)
4. Technical Assistance - FAS Trade Facilitation Desk email: exportassist@fas.usda.gov
5. FAS Programs (e.g. Market Access Program, Foreign Market Development, etc....)

- On December 17, 2014 President Obama announced a new course in relations between the United States and Cuba
- July 20, 2015 the U.S. Embassy re-opened in Havana, Cuba
- March 21, 2016 Secretary Vilsack highlighted the importance of agriculture in the United States and Cuba, and announced USDA is advancing a new partnership for the 21st century between our two countries

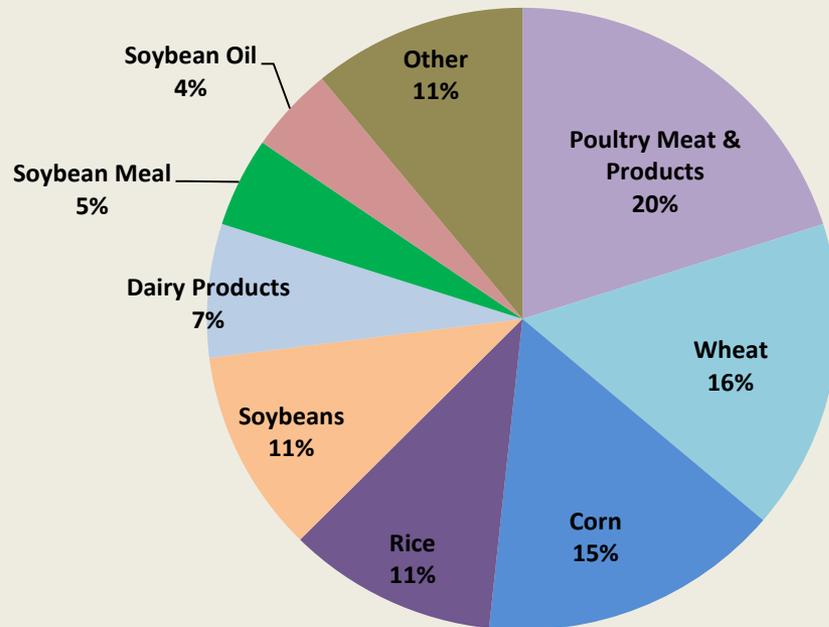
World Agricultural Exports To Cuba \$1.9 billion, FY 2014



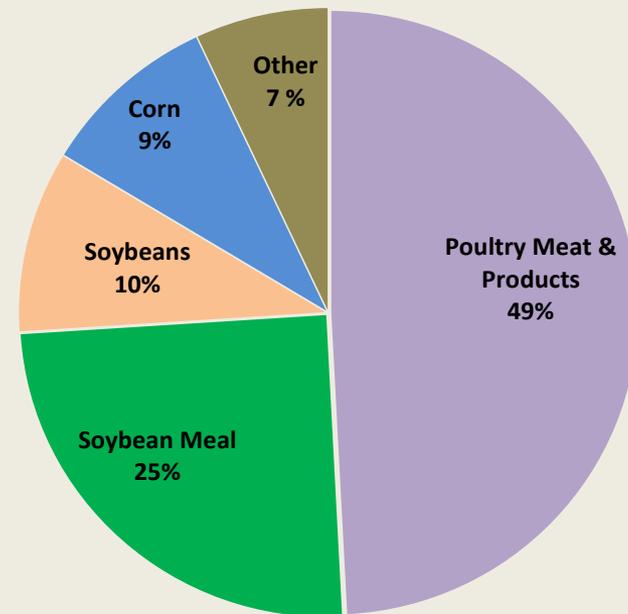
Source: Global Trade Atlas

U.S. Agricultural Exports To Cuba

FY 2005 - \$326 million



FY 2014 - \$300 million



Source: FAS Global Agricultural Trade System

1. Interest level of minority producers to export?
2. Familiarity with FAS and the services offered?
3. Familiarity and engagement with the cooperator community?

FAS Advisory Committees

Agricultural Policy Advisory Committee (APAC)

- Advise on the operation of existing trade agreements and objectives for new trade agreements

Agricultural Technical Advisory Committees (ATAC)

- Advise on trade issues relative to a specific commodity
 - Animals
 - Fruits and Vegetables
 - Grains, Feed, and Oilseeds
 - Processed Foods
 - Sweeteners
 - Tobacco, Cotton, and Peanuts



United States
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Foreign
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