

Small Farm Outreach Training & Technical Assistance Program

Cooperative Extension Program at Prairie View A&M
University



Small Farm Outreach Training & Technical Assistance Program

- A program that is administered from the Cooperative Extension Program at Prairie View A&M University.
- The program has been in the Rio Grande Valley for 22 years. The counties covered by the Program are: **Hidalgo, Starr, Cameron and Willacy**

Program Objectives

- Enhance the business management and marketing skills of Farm Service Agency borrowers.
- Implement outreach programs to acquire loans for small, limited-resource, socially disadvantaged and beginning farmers and ranchers.
- Develop the financial documentation necessary for producers to obtain loans from FSA.

Outreach Efforts

- The program extends its outreach efforts to the counties of Hidalgo, Starr, Cameron and Willacy.
- Collaboration with USDA-Farm Service Agency personnel in the four counties.
- Collaboration with the four Texas Agrilife County Extension Agents in the Rio Grande Valley.

Outreach Efforts (continued)

- Collaboration with USDA-Natural Resources Conservation Service in each county.
- Collaboration with local agribusiness.
- Collaboration with Texas-Mexico Border Coalition

Small Farm Advisory Committee

- A group of eight ag producers, which include: farmers, ranchers, a crop insurance agent and a livestock auction owner.
- They provide direction for our programming efforts by telling us the needs and concerns of ag producers in their areas.
- They volunteer their time by providing outreach on our programs to others in their community.



Advertising Our Services

- Utilize our Texas Agrilife Communications Specialist
- Newspaper
- E-mail blasts
- Radio
- Television
- Social Media (Facebook)

Meeting With Clients (Farm Visits)



Meeting With Clients (Loan Packaging)



Hosting Successful Programs



Hosting Well-Attended Programs



Evaluation of Programs

- Each program participant is handed a retrospective post evaluation form at the end of each program to see if knowledge was gained due to the program.
- Program participants will provide topic requests for future programs.
- Useful tool to help improve programming efforts.

Technical Assistance Process

- Producers inquire about loans at the USDA-Farm Service Agency and get sent to us.
- Agent sends a checklist to the client of what is needed to complete the FSA loan application.
- The client then calls us to set up an appointment.
- We sit down with the client for 2 to 8 hours to complete all the necessary forms.
- We sometimes meet again with the client if FSA needs additional information from them.

Small Farm Outreach Training and Technical Assistance Program

- Producers have been able to purchase the following with USDA/FSA loan funds:
- Livestock (Cattle, goats)
- Machinery (Tractors, combines, farm equipment)
- Land (Several ranches and farmland acres purchased throughout the years)
- Refinance debts (Producers have been able to stay in business with the help of these loans)

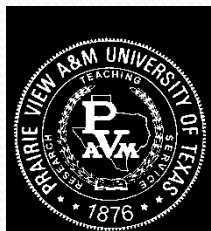
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- **The most important purpose of the SFOTTAP is that all of the barriers that have impeded the program participant's full participation in USDA-Farm Service Agency loan programs have been and will continue to be removed.**

Program Participants (1998-Present)

Year	# of Applicants	Requested loan amount
• 1998 -	54 applicants	\$9,465,729
• 1999 -	34 applicants	\$4,297,285
• 2000 -	40 applicants	\$3,846,801
• 2001 -	43 applicants	\$4,745,052
• 2002 -	64 applicants	\$7,492,704
• 2003 -	37 applicants	\$4,110,550
• 2004 -	43 applicants	\$3,945,445
• 2005 -	51 applicants	\$6,530,529
• 2006 -	47 applicants	\$6,184,917
• 2007 -	25 applicants	\$4,956,635
• 2008-	35 applicants	\$4,386,020
• 2009-	53 applicants	\$6,575,830
• 2010-	44 applicants	\$7,155,875
• 2011-	36 applicants	\$4,730,340
• 2012	45 applicants	\$5,279,260
• 2013	66 applicants	\$6,982,910
• 2014	57 applicants	\$7,587,650
• 2015	63 applicants	\$5,698,415
• 2016	50 applicants	\$5,044,785 (To date)
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•	887 applicants	\$109,016,732

Checklist Developed To Help Producers Gather Their Info



COOPERATIVE EXTENSION PROGRAM
PRAIRIE VIEW A&M UNIVERSITY

Information Needed To Complete USDA Farm Service Agency Loan Application Packages

- 1) Last 3 years of **income tax returns** and **income and expenses** for the current year.
- 2) Last 3 years of **production histories** and **production** for the **current year**.

For crop producers: **Crop produced** and **yield/acre**
For livestock producers: **% calf crop** and **average weaning weights**
- 3) List of all **creditors**. (Farm related and personal)

Provide: Names
 Addresses
 Account Numbers
 Approximate Debt
- 4) Producer **Farm data report** and **Form 156-EZ** from the USDA-Farm Service Agency office.
- 5) Form **CPA-026** obtainable from your local Natural Resources Conservation Service Office.
(This document tells if there is a conservation plan in place with that particular producer and assigns an erodibility index to the farm being operated by that producer)
- 6) Projections and goals for next years proposed operation.

Thanks for your Attention!

