

Farm Loan Program: Technical Assistance Provider Network Funding Opportunity

Grant Application Webinar – August 1, 2024



United States
Department of
Agriculture

National Institute
of Food and
Agriculture

Farm Loan Program: Technical Assistance Provider Network Funding Opportunity

Presenters and contact information:

Shannon Neibergs, Director, Western ERME Center, sneibergs@wsu.edu

Jo Ann Warner, Associate Director, Western ERME Center, warnerj@wsu.edu

Ron Rainey, Director Southern ERME Center, rrainey@uada.edu

Erica Barnes Fields, Associate Director, Southern ERME Center, efields@uada.edu



WESTERN
EXTENSION
RISK MANAGEMENT
EDUCATION



SOUTHERN
EXTENSION
RISK
MANAGEMENT
EDUCATION



United States
Department of
Agriculture

National Institute
of Food and
Agriculture



EXTENSION RISK MANAGEMENT EDUCATION

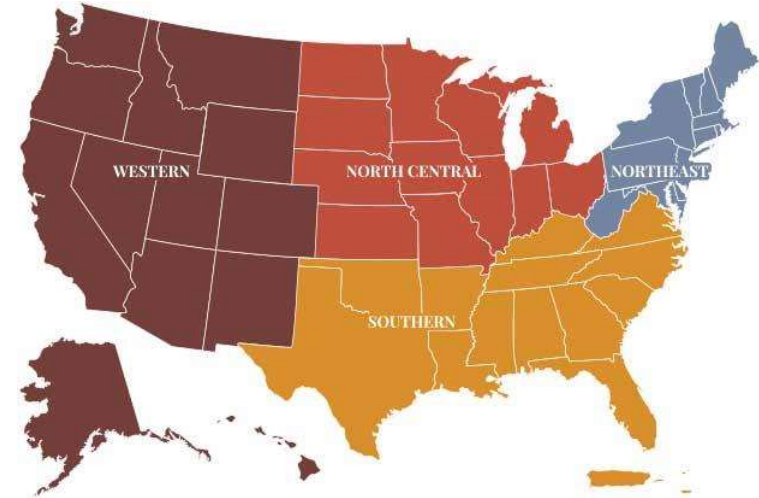
Webinar Outline

- ERME (RVS) RFA Overview
 - <https://westrme.wsu.edu/apply-for-funding-farm-loan-program/>
 - <https://srme.uada.edu/farm-loan-program-funding.html>
- TAPN Objectives
- Evaluation Criteria
- Application and Submission Information
- Budget and Budget Narrative Information

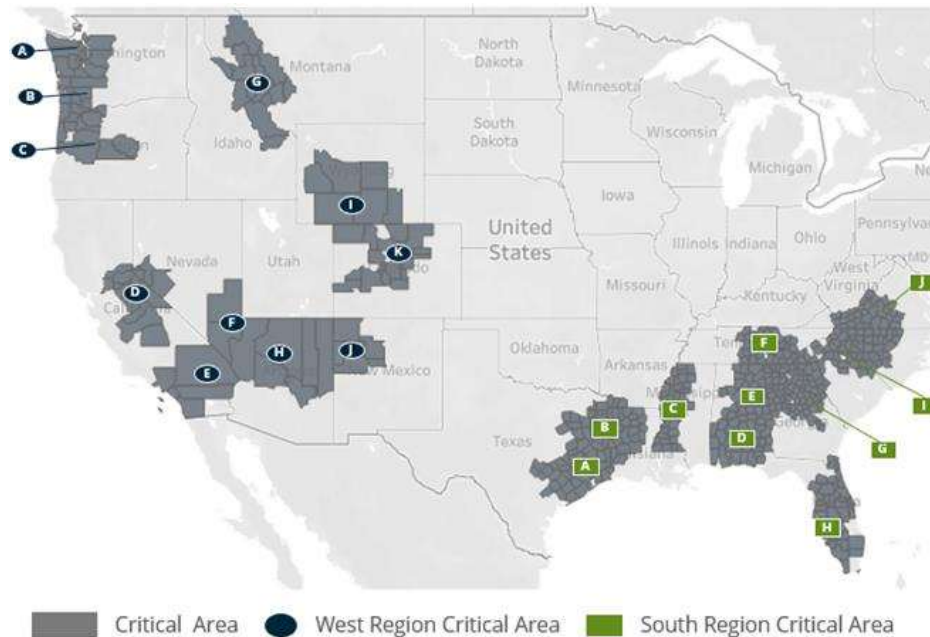


Extension Risk Management Education Centers

- Four regional Extension risk management education centers plus the Digital Center (RVS) in the U. S.
- ERME is supported by the USDA National Institute of Food and Agriculture (NIFA) for funding and administration
- Three of the five delivering TAPN
 - <http://westrme.wsu.edu/>
 - <https://srmeec.uada.edu/>
 - <https://extensionrme.org/> (Digital RVS)



TAPN Critical Area Map



- See RFA for detailed list of counties within critical areas.
- Critical areas determined by an index analysis of Farm Loan Programs conducted by FSA.
- All critical areas have equal importance. Your application must address a critical area.



Farm Loan Program TAPN

Legislative Authority and Funding

- USDA FSA directed funds to NIFA and in-turn ERME to develop and support TAPN
- This solicitation seeks to create a technical assistance provider network to support producers in accessing USDA FSA portfolio of Farm Loan Products (aka, Farm Loans or FLP)
 - Assisting producers to access FLP and successfully obtain and service FLP loans.
 - Provide *one-on-one* support to producers in a critical area.

Example FLP products – Not all listed

Current FSA Loan Interest Rates

Program	Interest Rates
Farm Operating - Direct	5.500%
Farm Operating - Microloan	5.500%
Farm Ownership - Direct	5.750%
Farm Ownership - Microloan	5.750%
Farm Ownership - Direct, Joint Financing	3.750%
Farm Ownership - Down Payment	1.750%
Emergency Loan - Amount of Actual Loss	3.750%

Effective as of July 1, 2024

Guaranteed Loan Maximum Interest Rates

Source: <https://www.fsa.usda.gov/programs-and-services/farm-loan-programs/index> (July 30, 2024)



Key Objectives for TAPN Cooperator Organizations

- Help and assist producers with:
 - Addressing barriers to obtaining agricultural credit
 - Accessing Farm Loan Programs (FLP's)
 - Successfully obtaining and servicing FLP loans
 - Developing record keeping, financial statements, business plans, etc.
- Demonstrated capacity to deliver technical assistance and work one-on-one with producers
- Local presence in communities being served
- \$400,000 Award amount max and 3-year period of performance
November 2024 to October 2027



Eligible Entities

- Community based non-profit organizations.
- 1994 Tribal Colleges or Universities (TCU's)
- 1890 and other land grant universities
- Hispanic-serving institutions of higher education
- Agricultural organizations
- Federally Recognized Tribal Entities Chartered by the Tribe

- Individuals are not eligible applicants.



Evaluation Criteria

- Proposed Outcomes 20% Weight
- Outcomes Verification 10% Weight
- Project Narrative 20% Weight
- Audience 10% Weight
- Team/Organizational Capacity and Collaborators 20% Weight
- Technical Assistance 20% Weight

See RFA pages 13 and 14 for more detail

Audience – Target Delivery Area

Describe:

- Relationships with critical area audience(s)
- Current level of audience engagement with targeted education and training
- How you will build and establish trust levels to enhance their experience with FLP's.
- Relationships within the agricultural community(s) that demonstrate your ability to engage producers



TAPN Training Budget and Objectives

➤ Budget for 3 in-person meetings (one per year)

➤ Training objectives:

1. Provide guidance on effective interaction with FSA offices.
2. Introduce a standardized and comprehensive curriculum for TAPN Cooperators to use with producers.
3. Receive guidance on project evaluation and reporting requirements.



Indirect Cost Rate

Limit to 30% of the total Federal funds awarded
42.857% of Total Direct Costs

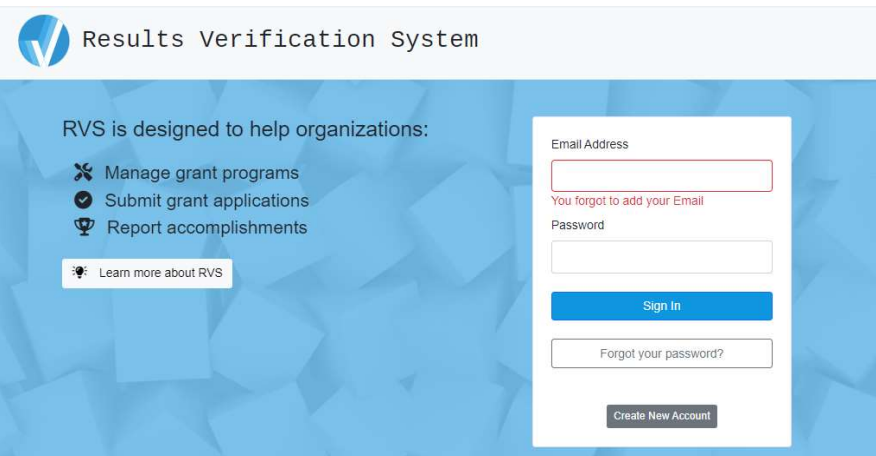
If your organization does not have a federally negotiated indirect cost rate, an F&A rate of 10% Modified Total Direct Cost (MTDC) will be allowed.

Follow the instructions as per Appendix A of the RFA.



Results Verification System (RVS)

<https://rvs.umn.edu/Home.aspx>



Results Verification System

RVS is designed to help organizations:

- Manage grant programs
- Submit grant applications
- Report accomplishments

[Learn more about RVS](#)

Email Address

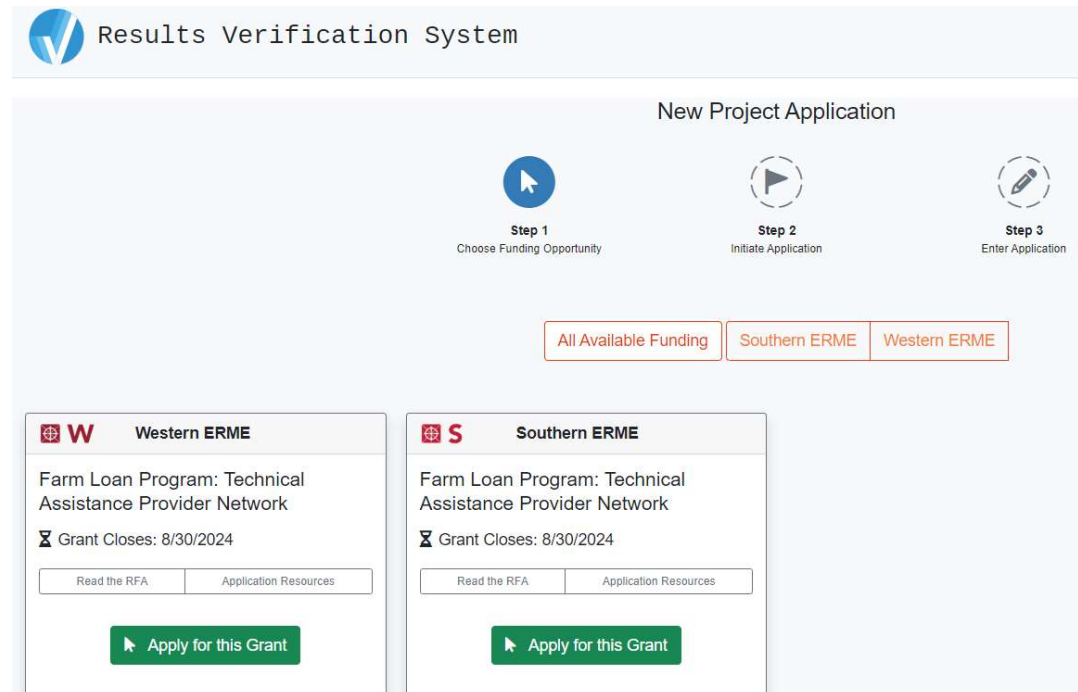
You forgot to add your Email

Password

[Sign In](#)

[Forgot your password?](#)

[Create New Account](#)



Results Verification System

New Project Application

Step 1
Choose Funding Opportunity

Step 2
Initiate Application

Step 3
Enter Application

[All Available Funding](#) [Southern ERME](#) [Western ERME](#)

W Western ERME

Farm Loan Program: Technical Assistance Provider Network

Grant Closes: 8/30/2024

[Read the RFA](#) [Application Resources](#)

[Apply for this Grant](#)

S Southern ERME

Farm Loan Program: Technical Assistance Provider Network

Grant Closes: 8/30/2024

[Read the RFA](#) [Application Resources](#)

[Apply for this Grant](#)

Results Verification System (RVS)

The screenshot displays the Results Verification System (RVS) interface. At the top left, there is a logo with a checkmark and the text 'Results Verification System'. To the right, there are buttons for 'Admin Tools' and a user profile icon. Below this, there is a 'Resources' button and a 'Print' button. On the left side, there is a navigation menu with various options: 'Important Information', 'Project Information', 'Project People', 'Project Overview', 'Proposed Outcomes' (highlighted), 'Target Delivery Area', 'Proposed Outcomes Narrative', 'Project Steps', 'Organizational Capacity', 'Project Team', 'Project Collaborators', 'Technical Assistance', 'Budget', 'Budget Narrative', 'Required Documents', and 'Final Checklist'. At the bottom of the menu is a 'Save and Exit' button.

The main content area is titled 'Example Applicant Webinar' and shows the 'Proposed Outcomes' section. It includes a 'Save' button, 'Back' and 'Next' navigation buttons, and a text box with the following content:

What Producers Will Understand, Develop, or Implement

Proposed risk management outcomes are what you anticipate participants will learn, achieve, and apply through their participation in your project. At the end of your program delivery, the proposed risk management outcomes should put producers in a better position to manage their overall financial risk. Do not confuse the actions your project team takes or materials they develop with the proposed risk management outcomes for producers.

Below the text box is an '+ Add New Item' button. At the bottom of the main content area, there is a table with the following columns: Outcome, Topic, Producer Action, Est. #, When Verified?, and How Verified?. The table is currently empty, displaying the message 'No records to display.' Below the table are 'Save', 'Back', and 'Next' buttons.

Results Verification System (RVS)

The screenshot displays the Results Verification System (RVS) interface. At the top left is the RVS logo and name. On the top right, there are buttons for 'Admin Tools' and a user profile icon. Below the header, on the left, is a sidebar menu with a 'W' logo and various navigation options. The main content area is titled 'Example Applicant Webinar' and shows the 'Project Steps' section. It includes a search bar, a '+ Add New Item' button, and a table with columns: 'What Project Team Does', 'What Participants Do', 'Est. # Participants', and 'Date Completed'. The table is currently empty, displaying 'No records to display.' Navigation buttons for 'Save', 'Back', and 'Next' are present at the top and bottom of the table area. A 'Save and Exit' button is located at the bottom left of the sidebar.

Results Verification System

Admin Tools

Resources

Print

Important Information

- Project Information
- Project People
- Project Overview
- Proposed Outcomes
- Target Delivery Area
- Proposed Outcomes Narrative
- Project Steps**
- Organizational Capacity
- Project Team
- Project Collaborators
- Technical Assistance
- Budget
- Budget Narrative
- Required Documents
- Final Checklist

Example Applicant Webinar

Project Steps ? Save < Back Next >

+ Add New Item

What Project Team Does	What Participants Do	Est. # Participants	Date Completed
No records to display.			

Save < Back Next >

Save and Exit



Submission & Award Timelines

Application Submissions, DUE by Friday August 30, 2024

Award Decisions Announced by October 11, 2024

Project Period – November 1, 2024 to October 31, 2027



Thank you !

Questions ?

J. Shannon Neibergs 509-335-6360 sneibergs@wsu.edu

Jo Ann Warner 509-477-2168 warnerj@wsu.edu

Ron Rainey 501-671-2175 rrainey@uada.edu

Erica Barnes Fields 501-671-2146 efields@uada.edu

