

FSA OUTLOOK

Latrice Hill: I'm the Director of Outreach for the Farm Service Agency and we would love for everyone to please place your telephones on mute during the presentation.

(Indistinct dialogue)

Latrice Hill: Good afternoon once again, while we're waiting for everyone to dial in or to log in online please mute your telephones everyone please mute your phone lines... We will begin momentarily please mute your phone lines... Good afternoon, if you're just joining us again my name is Latrice Hill I am the Director of Outreach for the Farm Service Agency. I would like to first ask everyone to mute your phone lines we are going to put it in listen only mode in just a moment but right now if you would place your phones on mute while I do a little housekeeping to get us going here. First I'd like to say thank you for calling in and thank you for those of you who are online viewing the webinar through the live meeting link. I am so excited to have everyone join us with this opportunity that we have to offer outreach, educational and technical assistance funding to help promote the FSA programs. Before we get started I want to recognize another FSA employee that is also joining us today Robert Stevenson. As you know he is also listed in the RFA Proposals, he and I will serve as your points of contact, Bob are you on the line with us?

Robert Stevenson: Yes I am.

Latrice Hill: Just checking to make sure that you're there.

Robert Stevenson: I'm here.

Latrice Hill: Again as I stated today's presentation is being recorded and it will be posted to our webpage following the recording once we have a chance to transcribe everything. At the end of today's presentation we will have a Q & A session so if you are online viewing the online live meeting webinar there is a Question and Answer section page at the right of your screen, if you would just type in your questions we have some staff that will be monitoring those questions and

at the end of the presentation Linda Cronin who is FSA's Outreach Program Lead will moderate us through all of the questions that have been received online and then we'll reopen the lines for those on the telephone who would like to ask a question. So if you would just jot down any questions you may have as we're going through the PowerPoint Presentation and we'll get to those at the end. In the next few moments we're going to place you in listen only mode and get started.

Operator: All participants are now in listen only mode.

Latrice Hill: Okay, is everyone able...

Operator: All participants are now in interactive talk mode.

Latrice Hill: Okay, we're going to get started, hello everyone this is the Informational Webinar for the Outreach and Educational Technical Assistance and Financial Assistance for FSA Program Functions and Activities.

Caller 1: I'm listening in on the conference.

Caller 2: Is there a meeting ID for the webinar?

Latrice Hill: FSA Outreach is the meeting ID.

Caller 2: Thank you.

Latrice Hill: Yes, if everyone would please put your phones in mute, if you would place it on mute. But before we tell you about this RFA Proposal we want to first tell you a little bit about the Farm Service Agency and what our mission and our goals are. It's very important that you

know who we are and what we're trying to achieve in order to be able to help us. One of the things that we are really trying to move forward with is providing more access to capital for our farmers and ranchers and we try to do that through our 21, over 2,100 county offices that we have, we have 51 state offices, I'm located here in Headquarters where we have a staff that supports the state and county offices. Our mission is to make sure that all farmers and ranchers are aware of the services that Farm Service Agency provides but we've found that often we're unable to reach all segments in all communities in the agricultural community that's where you as organizations and partners and institutions of higher learning that's where you come in, you can help us to reach these segments or these populations that have been traditionally underserved, are not reached and help us to promote the programs that we have to provide them. So what are some of these FSA programs? If you're not familiar with Farm Service Agency we are the agency that provides farm programs and farm financial loans and assistance, emergency assistance, conservation assistance and price supports for farmers and ranchers nationwide. This particular RFA lists the different programs that will be included for this proposal. The programs range anywhere from farms programs dealing with conservation, farm storage facility loans as well as our Farm Loan Programs which will deal with our operating and farm ownership loans. We also have other programs that are available, price support type of programs, margin protection programs, all of these programs are listed on page seven of the RFA. The authority for us to do this was just granted this year, this is a new process for the Farm Service Agency but we were granted the authority to engage into cooperative agreements this year and we're so excited to be able to offer this opportunity but our main purpose for this RFA is that we increase access to our programs and also be able to improve on the technical assistance that farmers and ranchers are, you know, receive either from the employees or from organizations so with your assistance and through this funding we'll be able to work together to help promote farms and farm loan programs. The focus and emphasis is on all of our audiences, all farmers and ranchers but we have a special emphasis on increased outreach to ethnic minorities, women, new, beginning, veteran's, urban and non commodity crop growers, those would be your specialty, niche crop operators or your fruit and vegetable growers. I want to briefly roll through the examples of the types of efforts that could be covered by the Cooperative Agreements, these are the different categories that proposals should be emphasized on, these would be competitive agreements dealing with either outreach or technical assistance, financial and borrower technical assistance, educational materials and tools foreign analysis and research. As you notice in the RFA there is a time table that explains when proposals are due, of course today we're having our first informational session to give you information of how your proposals should be structured but the RFA also has a time table that has the dates and times that proposals are due. You may have noticed that there will be four different evaluation periods, the first deadline for evaluation period number one would be November 20th at 4 pm Eastern, your application should be submitted on the grants.gov website no later than 4 pm Eastern. The next proposal period will be January, after that March and then May 27th, any applications that are received after November 20th which is the first evaluation period will be considered for the next evaluation period which would be January. If there were any applications received after the January date then it would be considered for the next funding period and so forth but any applications received after that final evaluation period in May, on May 27 will not be considered for funding there will only be four funding periods for these cooperative agreements. So who is eligible to apply? With this new authority and this new venture that we're going into exploring with cooperative agreements the eligibility list for this RFA involves only nonprofits with 501(c)3 status other than institutions of

higher learning as well as public and state controlled institutions of higher learning. So if I'm a nonprofit with a 501(c)6 status am I eligible to apply? No, not for this RFA, if I'm a high school, an educational high school am I eligible to apply, no, not for this RFA funding. If I am a private institution are we eligible for this funding? No, not for this RFA, and again our Q & A session will be at the end of the presentation and so there may be additional questions that we'll cover there. The application content, the RFA specifically list what should be included in the application... let me ask a question here is everyone able to hear me?

Caller: Yes.

Caller: Yes.

Caller: Yes

Caller: Yes.

Caller: Yes.

Latrice Hill: I'm receiving some messages here that some folks cannot hear me I just wanted to make sure that everyone is able to hear me. Is there anyone in front of the webinar who's actually online who can hear me? Okay, I'm trying, trying to determine is it the telephone callers that can't hear or is it the, the, the folks on the live meeting and I just got confirmation yes they can hear me, thank you so much Maloney and Melissa.

Live meeting participant: Excuse me I'm on the live meeting and also on the phone and your live meeting is very, very disrupted digitally and the phone works fine so I'm using both.

Latrice Hill: Okay, so it's hard to hear through the live meeting software. I apologize for any inconvenience, the folks on the telephone who are unable to hear me or if it's a bit garbled, hopefully during the recording we can take out some of that feedback. The recording will be

transcribed and we will post that later so if you are unable to hear me right now we will be able to provide the presentation later with transcription notes so that you'll be able to read through it. I do encourage you if you are on live meeting to act, to also dial in the 1-888 number if you're unable to hear clearly. Okay continuing on with the application content the RFA lists what should be included in your proposal of course that is the SF424 which is the short application form for Federal Domestic Assistance, the SF424(a) which is your budget, budget information for non construction programs, of course a budget narrative, the project abstract, the project narrative, a work plan the performance evaluation criteria, qualifications of your personnel who will be working on this, this project and then other similar efforts, accomplishments and outcomes and any risk based criteria. The RFA's fees of all these different categories and details today we're just giving you a brief synopsis of what will be required. Again if possible please place your phones on mute until the very end when we're entertaining questions. So funding restrictions, there are several funding restrictions that are listed in the RFA, on the presentation... (Digital feedback)... If you've dialed in and you also have a live meeting please mute, thank you. Some of the funding restrictions include the purchase of food, beverage, alcohol, any type of giveaway promotional items, entertainment, lending money to support a farm or a farming operation, the purchase or rental of any type of fixed equipment, interest, entrance fees, conference registration fees, anything for a person that is not on an agenda or working at an event booth promoting FSA programs any cost associated with 501(c) applications, those are just a few of the restrictions but an entire listing is included on page 13 of the RFA... and the most interesting question that we've received, how many projects can I actually apply for? This appears in the RFA and it's been a little tricky, folks have not been able to fully understand the requirements for this so I want to go over this slowly. Applicants must include all proposed activity under a single application for a single purpose however if applicants, however applicants can submit multiple applications for multiple purposes, an example, earlier I went over the different categories of proposals, one was outreach, one was technical assistance, one was research and analysis so as an example let's say Hill Farming and Associates decides to submit three propo, proposals, one for outreach, one for research and analysis and then one for technical assistance, that is allowed however Hill Farming and Associates could not submit three proposals for outreach so you cannot duplicate the proposals but you are able to submit applications in each of the different areas that are covered in the RFA. The review, scoring and awards process of course they will be eligibility screens to make sure that all of the required applications and forms and documents have been received then there will be a USDA Panel Review of USDA employees, they will go over the evaluation criteria to make sure that every application has addressed all of the required criteria and then there will be a selection process where the groups will be awarded for their proposals. The proposal amounts are avail, available for up to 100,000, 99,999 up to \$100,000. The evaluation criteria you will note is also listed in detail... it tells you exactly what will be considered in the review that includes the benefits, benefits of course will determine whether and to what extent the projects anticipated outcomes actually meet with the projects purpose, that scoring is up to 30 points. The project description, feasibility and work plan, you know of course the applicants should show a reasonable approach to meeting the actual project purpose so those proposals that address producers who are ethnic minorities, women, new, beginning, veteran's, urban, non crim, non commodity crop growers as I mentioned earlier those will result in a higher score, you're work plan will be reviewed for detailed actions, time tables that show specific implementation and... (Indistinct)... this should be clear, realistic and efficient and those, those scores vary from zero to 20 points. Budget and cost effectiveness of

course will be reviewed for completeness and to the extent that you are utilizing or plan to utilize budget and resources that is a point of up to 20 points for that criteria, performance evaluation of course your application will be evaluated to determine whether or not there is an outcome based performance measure, that goes up to 10 points, partnerships, one of the questions that I've received in the past week, is there a match for this, there is no match but it, it is, we do encourage that there are partnerships that the entities or the groups may have that would be actually, actually be suitable or appropriate to the performance of this project so to the extent of that the applicant has identified and established relationships with partners to achieve the projects goals that will, all of that will be evaluated. Those applications that demonstrate additional resources will receive more points and also with all things being equal those that do not will not but that goes up to 10 points and the last criteria of course will be risk, you know, to determine whether or not the applicant or the group has a track record of administering the project or in the absence of your track record the capacity to administer the project and after all of these applications have been evaluated using this criteria and scored the listing of applications will be submitted to our Associated Administrator of Policy who will make final decisions. The general award information, just a few highlights, payments will be provided on a re-reimbursable basis. The effective date of the agreement shall be no later than September 30th of the Federal Fiscal Year in which that project is funded or proposed. The project need not be initiated on the agreement effective date but as soon thereafter as practical in order to attain your goals within the project period. Some of the responsibilities of the cooperators will be of course reports, we can't do anything without having accountability in reporting, there will be a financial status report that will be due, quarterly performance reports and of course at the end there will be a final project performance report that is due, Bob Stevenson will be able to provide you more details on these as, as that time rolls around. Some of the additional responsibilities would be to collaborate with FSA regarding the development and the implementations of the task associated with the project purpose, also to provide performance and outcome measureable data to FSA on a regular basis as determined by FSA, to provide an accounting for the cooperative funding that's been received and also it's the cooperatives responsibility to monitor the funding received to ensure that nothing is used for any ineligible purposes. Now that's a mouth full but we did want to leave time for questions and answers, at this time Linda Cronin who is our FSA Outreach Program Manager, she will begin by sharing the questions that have been received online, after all of those questions have need answered then we will open up questions from the floor. So now Linda have you received any questions from our participants online?

Linda Cronin: Yes I have, thank you Latrice, the first question we have is from Seth Wilner, he would like, he wanted to know what does outreach specifically mean and what's a type or example of outreach?

Latrice Hill: Okay, outreach is promoting or educating producers, farmers, ranchers on the programs and services that FSA provides and an example of outreach would be to conduct an informational meeting, a workshop with a group of producers, it would be okay to have with an existing group of producers who currently participate in FSA programs... (Indistinct)... excuse

me sir if you would mute your telephone line, thank you... or it could be an outreach meeting with new beginning or potential producers who are farming but who have no knowledge of FSA or are unaware of some of the programs. So we have folks who participate in our programs and then we have farmers who don't and the purpose of this is to help reach those who are not participating and to help educate them of the programs that are available that may actually complement their operations.

Linda Cronin: Okay Latrice we have another question from Valerie Gonzales, she asks, she states that they're a management company working with charter schools and they have a junior, senior high school that's in the process of establishing a small working farm at the school site, it does have 503(c)(b) certification, 503(b) status, would they be able to submit an application for assistance for this site?

Caller: No.

Latrice Hill: Someone just answered for me, what was that status again?

Linda Cronin: 503(c)(b)

Latrice Hill: No, they're ineligible, they are not an institution of higher learning and they are not a nonprofit with 501(c)3 status so for this particular RFA they would not be eligible to apply.

Linda Cronin: Okay, we have another question from Artie Torres asking about section 2 paragraph D3 talking about salary specific specifications and their questions is what are the limits and criteria utilized by the agency to determine appropriate salaries?

Bob Stevenson: This is Bob Stevenson, I did not anticipate that question...

Linda Cronin: Sure.

Bob Stevenson: Let me, let me, I've read the question now, I read what they're talking about, the regulations, the government wide regulations to CFR 200 they have, I'll be honest I can't speak to you in detail about them right now but those are the regulations we would follow if you will make sure we have your email address we'll be happy to respond to you individually and also post it on FAQ.

Linda Cronin: If you're comfortable post, you could email that address to linda.cronin@wdc.usda.gov and we'll make sure that we get that response to you and also provide a general answer in the Q&A. Okay, we have another questions from Heather Gesner, she asked about multiple proposals from one person for multiple purposes, is this option, if this option is chosen would it be recommended to mention that proposal one, ties to proposal two etcetera or leave them as standalone proposals that do not mention they tie together?

Bob Stevenson: Do you want me to answer that Latrice?

Latrice Hill: Yeah if you would.

Bob Stevenson: The, the proposals that are submitted need to be stand alone so that they can be considered in their entirety so having one depend on the other is not going to work however the, in appreciation of being totally open and transparent if you want to reference that you are submitting companion proposals that's fine it's that they just so everyone knows they will be considered individually in their entirety.

Linda Cronin: Okay, also Ruth Hamilton asks is this an online application?

Bob Stevenson: And the...

Latrice Hill: Yes.

Bob Stevenson: Yeah, applications, yes, has to be made through grants.gov.

Linda Cronin: Melody asked could you please define fixed equipment.

Bob Stevenson: Fixed equipment is another submission governed by the regulation that 2 CFR 200 I believe it's about 2CFR almost 400 in that vicinity, we'd be happy to post it with the other FAQ's.

Linda Cronin: Okay great, thanks Bob, Mattie Bear asked the question about outreach as well, hopefully that question has been answered so we'll move on to the next. Jody Crizan asked if your proposal is not selected for funding in one cycle can you resubmit in the next cycle?

Bob Stevenson: Yes but I need to qualify the premise, if it's not, the proposal is not selected in one cycle it will be automatically carried over to the next cycle unless we are told to withdraw it.

Linda Cronin: Thank you, Tom Vuman asked can the applicant of 501(c)3 or educational institutions sub contract with a private business to carry out a portion of the contract?

Bob Stevenson: That's not a disqualifier no.

Linda Cronin: Patricia Barrett asked how about indirect expenses is there a limit?

Bob Stevenson: Indirect, yes, indirect expenses are also governed by the regs as 2CFR 400 dot, or 2 CFR section 414 of the subsection. Generally indirect expenses those are, fall under a couple of categories, if you have a negotiated indirect cost rate with the Federal Government that rate is used or it's a default of 10 percent.

Linda Cronin: Okay thanks Bob, another question dealing with funding during the first run of selection, will there be any feedback if they're not selected in the first round that, so they can improve their application before they submit it in a future round?

Bob Stevenson: Yes.

Linda Cronin: So feedback will be provided?

Bob Stevenson: Yes.

Linda Cronin: Okay, Jay Martin asked would high schools that provide dual enrollment options with local universities and colleges and that provide an agricultural curriculum qualify to apply?

Bob Stevenson: I think we need to know a little bit more about the nature of the relationship with the universities and colleges. Chiefly do those meet the institution of higher education definitions and then beyond that there would, there would... (Indistinct)... yes, we need to know some more information about the nature of that relationship. If you get it to us we'd be happy to follow up on that.

Linda Cronin: Okay, so the answer is that's unique based on that relationship and without more details we'd need that.

Bob Stevenson: Right.

Linda Cronin: Okay, okay, we were asked if we would talk about the broad purpose of this grant?

Latrice Hill: The broad purpose? The purpose is to educate farmers and ranchers about FSA programs, FSA outreach, how to extend that outreach to improve educational, financial eligibility, we really want our farmers and ranchers to be able to participate and benefit from our programs so the broad purpose of this is to provide funding to nonprofits and institutions who serve the customers, the types of customers that we serve, agricultural services and introduce them to FSA programs and to get them to participate in our programs.

Linda Cronin: Okay, Beth asked, I think you mentioned it but an application, is it stronger if both outreach and education are included in one project application?

Latrice Hill: Both outreach and education?

Linda Cronin: Yes.

Latrice Hill: Is that what you said?

Linda Cronin: Yes.

Latrice Hill: That, that could be fine, the categories again were outreach, technical assistance which would be hands on working with farmers and ranchers to benefit from our programs, financial and borrower technical assistance would be more of your financial literacy type, ensure that they understand how to incorporate farm business plans to benefit from our farm loan programs and just really learn more about credit so they can learn to be credit worthy then your educational materials would be more of programs like record keeping programs, that's something that farmers, all farmers can greatly benefit from learning to keep records, or there might be some system or tool that your organization has that you think would benefit our farmers to participate in our programs, those would be more like educational tools so I'm, I'm not really sure if they should be grouped together or if that should be a separate proposal.

Linda Cronin: Close to that question Lori Perry Johnson asked does the education outreach have a, have to pertain specifically to a program at FSA? I think I kind of answered that Latrice but maybe it would be good...

Latrice Hill: Yes, the programs that are listed on page seven those are the FSA programs that are dealing with this RFA so all of your materials, your resources or whatever you have that would benefit your projects, that would benefit producers as it relates to our, these programs that are listed, to promote these programs then yes that would be eligible.

Linda Cronin: Amy Bacigalupo asked can a national collaborative of many organizations submit for areas of training for beginning farmers in several different states for funding greater than \$100,000?

Latrice Hill: No, each, oh, I'm sorry.

Bob Stevenson: Can I clarify that just a little bit? Can I clarify that Latrice?

Latrice Hill: Yes, please.

Bob Stevenson: Yes they can, you can submit anything you want but we will reject it because it's above the maximum.

Linda Cronin: So in this case it would be better for there to be a separate proposal for each of the states or regions?

Bob Stevenson: This, the, this agreement is limited, this announcement I mean is limited to no more than \$99,999 in an individual agreement so to, and maybe I misunderstood the question but I thought you said something about they were basically asking for more than 100,000?

Linda Cronin: Yeah, can a national collaborative of many organizations submit for a region training of beginning farmers in several different states for a fund greater than \$100,000?

Bob Stevenson: Well if you're talking in one proposal no we would reject it if it came to us.

Linda Cronin: And if it were multiple proposals then it would be considered?

Latrice Hill: It depends Linda, if you're saying multiple organizations does that mean that it's not one single nonprofit? I think that would, more details would be needed I think for that question that may be one that we could talk to, talk to him off line about but it's my understanding that and Bob correct me if I'm wrong it would be one nonprofit organization submitting a proposal or multiple proposals and not several nonprofits together, is that the question, if several nonprofits got together and submitted huge proposals across different...

Linda Cronin: Maybe when we open this up and, and maybe they can provide some guidance, clarification on the question.

Latrice Hill: Okay.

Linda Cronin: Roger Anderson asked how long after each proposal deadline to you expect to notify candidates of awards? So if we apply on November 20 for example when would we expect to hear if our proposal was accepted?

Bob Stevenson: This is Bob Stevenson, our hope is in December however my practical side of me says with two holidays it unfortunately may be the first, after the first of the year.

Linda Cronin: Thanks, okay, now I have another question from Melissa, for organizations, those organizations who wish to submit an outreach proposal are there FSA assets, documents, webinars and other materials that are available and should be used in a program for producers?

Latrice Hill: Yes, if a organization is selected or awarded for their proposal you will work closely with that state or county office who will provide you with FSA training and will bring you in for an informational training and provide the necessary instruction on our programs, flyers, information, forms, applications, you will work closely and this really goes across to everyone. Whoever is selected you will work very closely, hand in hand with your local FSA office. This proposal, these agreements or these proposals are to work together with FSA to help move forward or to promote FSA programs. You will be trained and provided information to share with you constituents.

Linda Cronin: Herman Cosby asked, good afternoon, I want to be clear about the eligibility of 501(c)3, private organization, is the organization eligible?

Latrice Hill: Is an organization eligible? I'm sorry Linda could you repeat that?

Linda Cronin: Sure, he wanted to be clear about the eligibility 501(c)3, a private organization is the organization, so if it's a 501 3(c), I believe what you're saying is if they are a 501(c)3 private organization would they be eligible, I think that's what he's asking.

Bob Stevenson: Well, if I can Latrice, the part that's confusing is they're referring to a private organization of a 501(c)3 and I guess to the extent that private organization is, is a nonprofit I don't understand the difference between the two myself I'm not a lawyer but to be eligible it has to be a nonprofit so if that's in conflict with the private organization the answer is no.

Linda Cronin: Okay, Cathy Johnson asked would educational outreach training that covers the Food Safety Modernization Act be eligible for this grant?

Latrice Hill: I'm sorry Linda say that one more time please.

Linda Cronin: Sure, would educational outreach training that covers the Food Safety Modernization Act be eligible for this grant?

Latrice Hill: Safety Modernization Act?

Linda Cronin: Yeah, would it be an FSA program?

Bob Stevenson: Food Safety.

Latrice Hill: That's not an FSA program so no.

Linda Cronin: Tony Scott asked do applicants have to solely education in outreach on FSA programs or can projects also provide training and education to producers on a particular subject matter such as contracts, good farming practices etcetera in addition to providing introductions to FSA programs?

Latrice Hill: That, that may compliment it the major focus would be to provide the information on FSA programs but there may be some training that our organization has that would compliment that for example if, I'm just going to give an example, if an organization wanted to work with farmers and ranchers on financial literacy, financial literacy is a topic, it's a subject but the program that that goes hand in hand with are the FSA Farm Loans so in order to apply for some of our farm loans it would be important for them to understand the basics of finance so that would be two, the focus would be on both, the organization would use their expertise on financial literacy, we'd leverage that to actually promote Farm Loan programs.

Linda Cronin: Thank you, Mitch Wilner asked any estimate as to how long a grant application will be take, will take in general?

Bob Stevenson: I'm a, I'm a little confused, do they mean how long will it take to review or how long will the agreement be for?

Linda Cronin: All I have is that so if you could maybe answer both of those questions I think they're both good questions that could help the team going in.

Bob Stevenson: We hope to not too many weeks after each evaluation period to be notifying awards and on the length of the agreement I believe it is, I think the site said December or, I'm sorry, September of 16... is that right Latrice?

Latrice Hill: I think so... I believe so, I don't see it right now but yes I think that's right.

Linda Cronin: RT Torres asked what is the participants expected quota per project proposals?

Latrice Hill: What is the participants expected quota per project?

Linda Cronin: Yeah.

Latrice Hill: Participant... the applicant? I'm not sure I understand the question.

Linda Cronin: I'm assuming the participant, I would assume that the participant is the applicant.

Latrice Hill: What's the expected quota?

Linda Cronin: Yeah, I don't know if this is what the outcome, expected outcome is or the expected number of people served.

Latrice Hill: Okay, the actual, I see what you're saying, the details as to what's expected of how many, we put, we expect them to reach the results of their proposal, that would I would think that would all depend on the type of proposal and where they are and who they're trying to reach. I'm not sure I fully understand that question. What I'd like to say because we are getting short on time and I'd like for the folks on the phone to have a chance to ask a couple of questions, if, if

everyone would whether you're online or on the phone submit all of your questions to the FSA Outreach at wdc.usda.gov email address. That email address is online on our website but I'll also repeat that for you again, one word fsaoutreach@wdc.usda.gov, if you would submit your questions there we're going to compile all questions that have been received and the frequently asked ones we'll be sure to post that in a document and post it online and then some of you we'll probably be speaking to or reaching out to one on one on more specific questions that are not general by nature but Linda if you would take a couple of questions from folks on the telephone before we wrap it up at 2.

Linda Cronin: Sure, does anybody have any questions?

Dorothy Suput: I have a question...

Linda Cronin: Could you please say your name and the organization that you're with?

Dorothy Suput: Sure, my name is Dorothy Suput and I'm with the Carrot Project and I was calling just to ask about I guess the technical assistance piece, the financial and borrower technical assistance, you talk, discuss workshops and we have a lot of FSA micro loan borrowers that we work with that are interested in kind of ongoing TA in addition to workshops and I was just, wanted to, I didn't see anything about that in the RFP but I just wanted to check to see if, kind of, more one, ongoing one on one technical assistance would be part of, could be part of this application ?

Latrice Hill: What, I'm sorry, what type of assistance?

Dorothy Suput: It's ongoing kind of business advising and coaching for borrowers.

Latrice Hill: For borrowers?

Dorothy Suput: Yes... so generally what, oh go ahead, sorry.

Latrice Hill: No I'm sorry go ahead.

Dorothy Suput: Oh I was just going to say many time what we do is we have a workshop around financial literacy and, you know, managing your business and things like that, they go out and get a loan from us, some people get them from FSA, some people get loans from someplace else and then because they're start up and early stage businesses they benefit greatly from ongoing kind of coaching, advising and strategizing about their businesses so my question is it clear that the workshop part of what we do could be eligible but is, what I question is for the ongoing tech, kind of business technical and assistance and advising that we do would, which is not in a workshop base or webinar base but it's one on one, is that, something like that would be eligible under this grant?

Latrice Hill: Well technical assistance for sure I know is eligible, as far as providing ongoing to farm loan borrowers that I'm not sure because what we want to do is to make our producers program ready, we want to be able to provide them with the tools they need to actually sign up or apply to help benefit their operations but as far as an ongoing coaching or mentoring I'm not really sure if that meets the goals of this proposal so let us, let us check on that in detail and get back with you.

Dorothy Suput: Okay.

Latrice Hill: It's specific and I'm really thinking that's probably not going to be something that would be used for this particular RFA.

Dorothy Suput: Okay, you know that goes beyond program ready.

Latrice Hill: Right.

Dorothy Suput: But it's good for the program to succeed if they succeed.

Linda Cronin: Dorothy could I get your last name again?

Dorothy Suput: Suput, S as in Sam, U as in up, P as in Peter, U as in up and T as in Tom.

Linda Cronin: Okay thank you.

Dorothy Suput: And I'll just send you a quick email.

Linda Cronin: Okay, great.

Dorothy Suput: Thanks.

Annie: This is Annie from Montana and I had a question, well just a follow up on that, first of all if you could clarify then what you do mean by technical assistance. I'm assuming you are meaning one on one and that just as long as it's in preparation for an FSA program that would, that would work and then a second follow up question to something you had said earlier a was a little confused about does it improve the application to meet more than one of the goals or are you saying that if we intend to meet more than one goal we should submit multiple applications?

Latrice Hill: Bob?

Bob Stevenson: I don't know that it helps it or is a disadvantage for it to be submitted in one application because we will consider them separately.

Latrice Hill: Does that help?

Annie: I think so, so we said, we said submit them as one application as long as they're less than \$100,000 and then could you provide a little more information on what you, what you, how you define technical assistance?

Linda Cronin: Thank you.

Bob Stevenson: Oh, I'm sorry, sure, technical assistance comes in many different fashions, it, it especially on the program side could be for example like a maturitization program, I'm sorry I'm distracted by the ice cream truck it started going off, it could be like identifying for a farmer or buffers that might be available on the farm or if might for a loan program helping them with the balance sheet and income statement and budget for the farm, it could be, I'm trying to think of another program, it could be for a specialty crop like the non insured, non mat program that's all about specialty crops, it could be about record keeping because there are thousands of crops that are potentially eligible, they each have their own requirements as to the data that is required to justify laws.

Latrice Hill: Yeah, and I'll add to that just anything that helps benefit that producer to participate in our program, so anything that's one on one assistance because FSA employees do not provide technical assistance, we're not a technical assistance agency provider so we're limited on the things that we can do, the things that we can say but one of the things that I'll mention that was also listed in RFA as an example for instance is air property issues. There are several producers who are unable to obtain clear title to a land and this impedes the producers or their family to participate in FSA programs because the first step in participating in any USDA type program your farm must be enrolled at the Farm Service Agency office so one of the key technical assistance things that a organization can do is to help producers who may have land but not have proof of ownership, help them to get clear title to the land to understand who actually owns it so that they can enroll and have a clear title to the deed so that's a type of technical assistance working with them on their property issues so that they can enroll in FSA programs... and Linda I hate to cut this off, we're going to have one more question and I want to remind everyone that this is being recorded, the webinar will be made, post, available to everyone posted online and we'll also post all of the questions that we've received via email or if you send it through live meeting even if we didn't get to it we still have a record of all of the questions here online, please submit an email to FSA Outreach at wdc.usda.gov, we'll get all those done and posted so that everyone can kind of see and learn from the different answers that we provide... one last question... no question, no one last question?

Annie: I'll ask one more question, when you said that the, that the applications would be evaluated based on cost are you using the cost per farmer method or just overall effectiveness?

Bob Stevenson: The later.

Annie: Can you repeat how long the agreement can be for, the length of time?

Latrice Hill: One project year, ending at the end of the Fiscal Year however projects can be extended, isn't that correct Bob? You can ask for an extension but it's, it's during one Fiscal Year, one project year, no later than the end of our Fiscal Year which ends September 30 of each year.

Caller: Thank you.

Latrice Hill: We really appreciate everyone for calling in and participating in the webinar, we appreciate your patients as again this is new authority to us and we're new at this but we're very excited to be able to offer this opportunity. Again the webinar will be posted online and transcribed and we will host a frequently asked questions document as well on FSA Outreach website, again send your questions to fsaoutreach@wdc.usda.gov and as listed in the RFA Bob and I are your points of contact, feel free to shoot us an email at that FSA Outreach email address and we'll get back to you as soon as we can. Thanks so much for your interest and we look forward to hearing from all of you, have wonderful day.

Caller: Thank you.

Operator: Conference recording has stopped.