

**C-FARE Fall 2007 Board Meeting
November 6, 2007
USDA- Risk Management Agency Summary
Sharon Hestvik, RMA Small Farms Coordinator**

MAJOR PROGRAM ACTIVITIES

Program Growth: The Federal crop insurance program is growing at an unprecedented rate:

- Today, Liability exceeds \$67.2 billion (in 2006 it was just over \$49 billion).
 - Growth due in part to rising commodity prices;
 - Net insured acres has increased by over 10 % -
 - Number of acres in 2006: 242 million
 - Number of acres insured in 2007: 271.6 million; and
 - Over 1.1 million policies.

RMA CONTRACTING OPPORTUNITIES

RMA offers a variety of contracting opportunities in areas of agricultural market research and analysis, actuarial services, or consulting in the areas of commodity production, crop insurance, agricultural policy, farm programs, and long-term agribusiness trends.

Recent solicitation for bids on the following closed in early September 2007: *Quarantine Pilot Endorsement; Silage Sorghum Pilot Endorsement; California Avocado; and Named Weather Peril Insurance.*

RMA's Office of Product Management in Kansas City, MO, is responsible for Federal crop insurance product development, and regularly generates contracts with private sector firms or educational organizations for research, evaluation, and development services required for maintaining and expanding FCIC's crop insurance portfolio. Most solicitations are open to all responsible sources, and advertised via electronic postings to the Government-wide solicitation Web site known as [FedBizOpps](#). Most of our contracts are serviced by the U.S. Department of Interior's [GovWorks](#) Federal Acquisition Center, where solicitations are posted on the GovWorks website as well. Another venue for RMA requirements are delivery orders placed against GSA Federal Supply Schedules; see <http://www.gsaelibrary.gsa.gov/> for further information.

Current Opportunities:

[Evaluation of the Group Risk Plan \(GRP\) Rangeland - New Index Pilot Insurance Program](#)

Solicitation Number: RFQ-1406-04-08-RQ-20027

Opening Date: 10/31/2007

Closing Date: 11/20/2007

OTHER REQUEST FOR PROPOSALS:

RMA and CSREES worked together on this RFA:

Support Expansion of the ipmPIPE into New Crop/Pest Complexes.

The ipmPIPE Steering Committee is pleased to announce the release of a Request for Proposals to support expansion of the ipmPIPE into new crop/pest complexes. The RFA is titled “*Expansion of the Integrated Pest Management Pest Information Platform for Education and Extension (ipmPIPE) to Address New Crop/Pest Complexes of Importance to U.S. Agriculture — 2008*” and can be found at <http://www.ipmpipe.org/pmcprojects/ListRFAs.cfm>
<<http://www.ipmpipe.org/pmcprojects/ListRFAs.cfm>>

The proposal submission process is electronic and instructions are located at <http://www.ipmpipe.org/pmcprojects/PIAccess/index.cfm>
<<http://www.ipmpipe.org/pmcprojects/PIAccess/index.cfm>>

Details of the submission process and proposal format are described in section VI of the RFP. Proposal Preparation. Electronic versions of the proposals must be received by 5:00 pm December 7, 2007. In addition, one signed, paper copy of the complete proposal must be received by the grants manager, John Ayers, no later than 5:00 pm December 14, 2007. See section VII of the RFP.

Proposals are invited from qualified public and private entities. Eligible applicants include colleges and universities, Federal, State, and local agencies, Native American tribal organizations, non-profit and for-profit private organizations or corporations, and other entities. Individuals are not eligible applicants.

Note: In response to the recent introduction of *Phakopsora pachyrhizi*, or soybean rust, into the United States, USDA facilitated the development of a federal, state, university and industry-coordinated framework for surveillance, reporting, prediction, and management of soybean rust for the 2005 growing season. The purpose of this Web site is to support the goals of the coordinated framework and to provide stakeholders with timely and accurate information for managing soybean rust this year. This web site is a one-stop resource for soybean rust. It will be updated as new information becomes available. <http://www.usda.gov/soybeanrust/>

Pest Information Platform for Extension Education (PIPE) is found at <http://www.sbrusa.net/>

RMA PARTNERSHIP AGREEMENTS:

Funding for these agreements is available under the Federal Crop Insurance Act. USDA's Risk Management Agency (RMA) administers these projects as well as the federal crop insurance program. For more information about the agreements, please see the RMA Web site at:

<http://www.rma.usda.gov/aboutrma/agreements/>

- Agreements occur in three areas:
 - risk management research and development
 - Awards agreements to qualified public and private organizations for research and development of new *non-insurance* risk management tools
 - community outreach and assistance
 - Awards partnerships to community-based, educational, and nonprofit organizations to educate women, limited-resource, and other traditionally underserved farmers and ranchers.
 - agricultural risk management education in targeted states.
 - The Targeted States Program uses agreements to deliver crop insurance education to producers in 15 historically underserved states through cooperative agreements.
 - Also have small session agreements – limited to \$10,000 ea.

RMA Partnership Agreement Announcement

WASHINGTON, September 27, 2007 - Acting Agriculture Secretary Chuck Conner today announced awards of nearly \$21.2 million in agricultural risk management partnership agreements throughout the United States. The agreements fund projects to develop new risk management tools for farmers and ranchers, as well as outreach and education opportunities to limited-resource and other traditionally under-served farmers and ranchers.

"These partnerships can provide producers with the information and resources to make informed decisions about crop insurance and other risk management strategies," said Conner. "Our goal is to improve revenue and reduce risks for the producers we serve."

Non-Insurance Risk Management Partnerships - \$ 3.3 million

USDA awarded eight agreements, totaling \$3,337,401 to qualified public and private organizations for research and development of new non-insurance risk management tools. For 2008--Utah State University plans a means to enable cow-calf producers to compare risk and returns by using available marketing products, such as futures and options and using federal crop insurance products Livestock Risk Protection and Adjusted Gross Revenue-Lite. A number of supporting fact sheets exploring different aspects of risk related to cow-calf ranching and detailing the advantages and disadvantages of various risk mitigating techniques, including crop insurance products, will be available in both English and Spanish on the RMA website:

www.rma.usda.gov

Risk Management and Crop Insurance Education Partnerships - \$ 9.6 million

Risk Management and Crop Insurance Education Partnerships will use \$9,633,194 to deliver risk management and crop insurance education through partnership and cooperative agreements under three different programs. The first, Small Sessions Education Partnership Agreements, total \$418,000 in amounts up to \$10,000 for 43 projects, including seminars teaching farm families financial management skills, tax advice and implications, family dynamics and economics, bridging the gap between the generations, succeeding at business succession, conflict

prevention/resolution in family businesses and family farm management. Wisconsin, Minnesota, and Iowa, partnership projects will provide information, resources and peer support to traditionally underserved tree fruit growers. Growers in this business and marketing seminar will in turn host two field days at their orchards to discuss and demonstrate risk-reducing strategies in organic tree fruit production and marketing.

The second program, Commodity Partnership Agreements, will use \$4,715,000 in amounts of up to \$10,000 for 49 projects to deliver training in management of production, marketing, and financial risk to U.S. agricultural producers of crops currently not insured under Federal crop insurance; specialty crops; and underserved commodities, including livestock and forage. Projects include those in Kentucky and Tennessee, to assist small farmers, many of whom are former tobacco growers, with risk management education on pastured poultry and meat goats. In California, a project will teach livestock producers about structure, availability, and appropriate use of RMA's new and expanded Livestock Risk Protection (LRP).

The third project awards Targeted States Cooperative Agreements totaling \$4.5 million, to deliver crop insurance education to producers in 15 historically under-served states through cooperative agreements in Connecticut, Delaware, Maine, Maryland, Massachusetts, Nevada, New Hampshire, New Jersey, New York, Pennsylvania, Rhode Island, Utah, Vermont, West Virginia, and Wyoming.

Community Outreach and Assistance Partnerships - \$ 8.3 million

USDA's Community Outreach and Assistance Partnership Program is funding \$8,346,729 for 65 agreements. Highlights of these projects include: Growing Power's "Risk Management Strategies for Beginning and Small Farmers and Ranchers Conference;" Programs include Coastal Enterprise's training and resources for recent immigrant farmers; Iowa Women In Agriculture hands-on training on existing and emerging on-line risk management tools and programs; Rural Community Development Resources' bilingual risk management education program for Latino farmers; University of Alaska's program of promoting energy alternatives for small farmers (oilseeds); Dine Be'iina's program to inform traditionally underserved Navajo sheep and goat producers on tribal lands in Arizona, New Mexico, and Utah about risk management solutions; Michigan State University's training in purchase, construction and use of low cost passive solar greenhouse technology for small scale producers; and University of Hawaii's training and mentoring assistance in integrated pest management, pesticide safety, record keeping, and farm finances for Hawaii's Filipino and Southeast Asian producers.

Request for Applications for Fiscal Year 2008 – RMA's goal is to have the RFA's for Partnership Agreements published by November 30, 2007.

WORKSHOPS AND MEETINGS in November 2007 –

Funded by RMA through Agricultural Risk Management Partnership Agreements which provide education and outreach opportunities to small, beginning, limited-resource and other traditionally under-served farmers and ranchers and to professionals that works with these groups. <http://www.rma.usda.gov/calendar/current.html>

November 2, 2007

November 3 -- Oregon Cattlemen Annual Convention & Trade Show

Redmond, ID

Contact: Kole Swanser, 406-534-1797 or Jo Lynne Seufer, 509-228-6320

6 / 7-- FSA Guaranteed Lender Meeting

Ontario, OR

Contact: Lynn Voigt, 503-692-6830

7 -- New Palz, NY Crop Insurance Meeting

New Palz, NY

Contact: Clarence Manning, 816-763-9710

7 -- Saratoga County Crop Insurance Meeting

Ballston Spa, NY

Contact: Clarence Manning, 816-763-9710

8 -- Peru, NY Crop Insurance Meeting

Peru, NY

Contact: Clarence Manning, 816-763-9710

9-10 -- National Bison Association to Organize Bison handling and Injury Prevention Workshops

Oklahoma and Texas

Contact: Jim Matheson, 303-292-2833, or LaShaun Smith, 405-879-2735

9-11 -- Washington Tilth Producers Annual Conference

Yakima, WA

Contact: Tilth Producers of WA, 509-422-7620

12-14 -- Idaho Cattlemen Annual Convention & Trade Show

Sun Valley, ID

Contact: Kole Swanser, 406-534-1797 or Jo Lynne Seufer, 509-228-6320

16-17 -- Idaho Wool Growers Association Annual Conference

Sun Valley, ID

Contact: Kole Swanser, 406-534-1797 or Jo Lynne Seufer, 509-228-6320

NATIONAL AG RISK LIBRARY: <http://www.agrisk.umn.edu/>

The National Ag Risk Education Library is a major component of USDA's Risk Management Agency's Risk Management Education (RME) program. Funding for the Library is provided by USDA Cooperative State Research, Education and Extension Service (CSREES).

The Library organizes thousands of risk management materials which help producers and agricultural professionals quickly locate information, tools, and assistance on specific risk management topics: The Library includes several major components including:

Ag Risk Library(Main Library) - This is the core of the Library, containing over 2,000 documents organized by production, marketing, financial, legal, and human risk topics.

- **Specialty Crop Library** - Organized like the Main Library, it contains documents specifically related to specialty crops.
- **Budget Library** - Offering more than 2,750 crop budgets representing over 280 crops and more than 425 livestock budgets. All are available to help producers evaluate alternative enterprises.
- **FINBIN Financial Database** - Containing actual cost of production data from 3,500 farms representing more than 3.2 million acres of cropland, over 65,000 dairy cows, and more than 900,000 pigs.
- The Library is brought to you by the Digital Center for Risk Management Education at the University of Minnesota and is supported by all four Extension Regional Risk Management Education Centers.