

# UNITED STATES DEPARTMENT OF AGRICULTURE

Farm Service Agency  
Washington, DC 20250

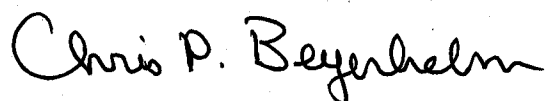
Notice FLP-694

3-FLP

**For:** State and County Offices

## Farm Loan Resource Library

**Approved by:** Deputy Administrator, Farm Loan Programs



### 1 Overview

#### A Background

Many of today's new and diverse types of farming and ranching operations that many FSA personnel consider nontraditional are within the scope of FLP's. These operations sometimes present challenges in understanding their uniqueness.

New words and terms are emerging, such as permaculture and hydroponics. New marketing strategies and methods emerging include Community Supported Agriculture (CSA) and direct marketing through social media. USDA initiatives, such as Know Your Farmer, Know Your Food, have helped spur urban and community farm developments, provide teaching opportunities, and are helping to create a new generation of farmers and ranchers. New or previously overlooked commodities, such as ginseng, microgreens, and hops are growing in popularity and filling niche markets. Small and beginning farmers and veterans are recognizing FLP's as desirable financial options and are turning to FSA to partner with them in their farming endeavors.

#### B Purpose

This notice:

- announces the availability of a farm loan resource library
- reaffirms using USDA Connect as part of the farm loan resource library
- provides information on how FSA staff can assist in building available library resources.

#### C Contacts

If there are questions about this notice, State Offices shall contact Anne Steppe, LMD, by e-mail to [anne.steppe@wdc.usda.gov](mailto:anne.steppe@wdc.usda.gov).

Disposal Date	Distribution
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## 2 Resource Library

### A In-House Component

Over the last 2 years, LMD has been compiling a wide variety of resources that address many different types of farm and ranch operations appearing across the country. Topics, such as alternative and supplemental financing options, sample enterprise budgets, marketing models, how-to and start-up guides, local and regional beginning farmer resources, continuing education and webinar opportunities, etc., are all part of the farm loan resource library.

The farm loan resource library can be invaluable when providing technical assistance to loan applicants, current borrowers, and producers not quite ready for an FSA farm loan, yet in need of FSA guidance and support. All FSA personnel may take advantage of the farm loan resource library when working with someone interested in, or currently operating, unfamiliar or nontraditional agricultural enterprises. The farm loan resource library can assist in providing customer service in developing farm business plans, in connection with an outreach activity, or as a professional development project.

### B USDA Connect

In August 2011, DAFLP announced the creation of a community within USDA Connect, SDA Connect, that is an internal USDA-wide social media tool in which people with common interests can collaborate, brainstorm, share files, share information, and exchange ideas. DAFLP postings include a wide range of information applicable to FSA's loan making activities, such as:

- mentorship, internship, and apprenticeship opportunities
- alternative financing options and applicable regional grant opportunities
- understanding organic pricing and the costs of production
- CSA model contracts
- farmers markets marketing and business guide
- converting CRP land into organic production fact sheet
- crop insurance options for specialty, diversified, and organic farmers
- urban farm business plan handbook.

Information may be posted in the DAFLP Community Page "Forum" or "Bookmark" sections. Forums allow discussion among community members, and bookmarks take participants directly to a posted URL.

**Notes:** The DAFLP Community is an open, positive environment that allows DAFLP employees to collaborate with each other and share key resources.

Inappropriate postings are subject to deletion.

### 3 Action

#### A Accessing In-House Resources

In the future, the farm loan resource library will be available through the FSA Intranet. Until then, to request information, contact Anne Steppe directly at **anne.steppe@wdc.usda.gov**.

#### B Accessing USDA Connect

USDA Connect is mostly a self-service tool and most issues using USDA Connect can be resolved by using the USDA Connect “Help” or “Tutorial” functions.

This table provides steps to access USDA Connect.

Step	Action
1	Go to <b><a href="https://connections.usda.gov">https://connections.usda.gov</a></b> and sign in using Level 2 e-Authentication.
2	User must establish a profile. Ensure that user’s name is correct, and verify and update contact information, if necessary.
3	In the upper right menu, CLICK “ <b>Governance</b> ” to view guidance on using USDA Connect.
4	From the header, CLICK “ <b>Communities</b> ” and CLICK “ <b>Public Communities</b> ”.
5	In the “Search” box, ENTER “ <b>Farm Loan Programs</b> ” and select the community listing with the former FLP logo as the community profile photo.