

TRANSCRIPT
2020 Lender Informational Meeting

Hosted by USDA Farm Service Agency in Montana

- 00:01

Welcome everyone to the 2020 Lender Informational meeting

- 00:05

presented by Farm Service Agency. My name is Marilyn

- 00:10

McMullen and I'm the chief of the farm loan programs

- 00:15

located in Bozeman.

- 00:18

I want to talk about to begin with our presentation

- 00:23

today 2020 has been a pretty wild ride so far. We started

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out the beginning of the fiscal year talking about.

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Different trade issues and market restrictions. As a result

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of those things, and now the last four to six months. It's

- 00:47

been pretty much nothing but COVID-19. How we move

- 00:51

through the social distancing an interaction with our producers

- 00:55

and deliver our programs.

- 00:58

Amazingly enough, this year Farm Service Agency has made more

- 01:04

loans than in any other previous year. Our loan staff has been

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extremely busy. Other FSA loan staff have put out a tremendous

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amount of program payments to egg producers on top of the

- 01:23

arcpy and traditional programs at the market Facilitation

- 01:28

program. And coronavirus food assistance programs. One and

- 01:32

two have both been implemented and program payments

- 01:36

distributed across the nation, including a tremendous amount

- 03:39

lenders agreements for PMP, Slepian standard eligible

- 03:42

lenders. We are very pleased at this point to announce that

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Casey Toyne has joined us as a farm loan specialist in our

- 03:53

office in Bozeman.

- 03:55

He does replace Kim Adams, who was a previous specialist and

- 03:59

hence now moved back to their own an area to be the farm loan

- 13:50

When we work at a direct emergency loans again, were tide

- 13:54

back to that natural disaster by the president or the secretary?

- 13:58

It is limited to 100% of the actual loss or 500,000 is the

- 14:02

maximum program that is allowed. The loans will be one to seven

- 14:06

years if it is a non real estate note an up to 40 years if it is

- 14:12

a real estate note and usually that 40 years on real estate is

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a physical loss to real estate and they're going to need a

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longer time to recover.

- 14:23

The loans can be used to restore replace essential property, pay

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all or part of production costs if they came up short and had

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some operating carryover, that might be a good solution. From

- 14:36

that standpoint they can pay living and they can also

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reorganize the farm or refinance a limited amount.

- 14:44

Not long term debt basically.

- 14:48

If people are interested in our direct loan program, I would

- 14:52

encourage them to utilize farmers.gov/fund. If you go on

- 14:56

the Internet to that source or go to the one that's listed with

- 15:00

the Montana on it, you will find basically a recap of all of the

- 28:48

fixed rates cannot exceed 650 basis points on the five year

- 28:53

Treasury note or Treasury bill.

- 28:57

Application in loan making. The application starts with the gain

- 29:01

at 2211 that we just talked about and that's the application

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that you will use for any type of loan that you apply for under

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the guaranteed program.

- 29:13

Signatures on the application, if specially if it's an entity.

- 29:19

And be the entity members. And then it also needs to be all

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member signing as individuals. And if you look at the actual

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application itself, it has boxes behind the signature box that

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tell him to mark whether they're signing as an entity member or

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signing as an individual. And basically what needs to happen

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is they need to sign both ways, so they need to be able to

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acknowledge in those boxes that they're signing both ways. This

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is important from a standpoint of if there's a loss claim, an

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offset. They are eligible for offset if we have paid a loss

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and therefore in that process we have to make sure that they have

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signed the application both as

- 29:59

an entity member. As well as an individual.

- 43:08

guaranteed loans. Copies of the forms, etc. So again, just

- 43:11

wanted to provide the link to that particular website to be

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able to get that information.

- 43:18

The toolkit has basically the Handbook itself, so you could be

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reading the same hand book that we read if you're curious about

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something or how something should work. It does have some

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examples of credit management systems if you're planning to

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become a preferred lender, you might want to look at some of

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the examples to see that what's been setup has all the forms

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that are fillable as well as

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instructions. It has the on line electronic transaction options

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and there's some other resources there about all of our loan

- 43:49

topics, so a good tool kit to have if you're going to work

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with the guaranteed program.

- 43:57

With that I'm going to stop an. We are going to split on this

- 44:03

slide and Casey is going to take over and talk about the COVID-19

- 44:08

temporary updates that will actually be a separate.

- 44:11

PowerPoint attachment from the one that that you are on now, so

- 44:15

maybe take a little break before you start into the last of this.

- 44:20

Thanks and have a great day bye.