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Farm Service Agency **Electronic News Service**

NEWSLETTER

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New Jersey State FSA Newsletter

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Russell J. Marino, Chair
Mary Jo Herbert

State Executive Director:

[Barry Calogero](#)

Farm Loan Chief:

[Kevin P. Murphy](#)

New Jersey Welcome's New State Director

New Jersey Farm Service Agency is happy to welcome our new State Executive Director (SED) Barry Calogero, who officially started on November 27th. Mr. Calogero brings over 30 years of financial experience across various domestic and international operations managing large groups of people globally, most recently serving as operations manager for Greater Alliance Federal Credit Union. He has previously worked as a senior vice president at ConvergeX Group, the managing director of operation at HSBC Securities Inc., and Baring Securities. Mr. Calogero lives in Jackson New Jersey, where he serves as a Councilman, with his wife of thirty three years. He has three children and one grandchild.

Director Calogero looks forward to travelling around New Jersey to meet our farmers and working hard to help New Jersey agriculture succeed. He is excited about working with United States Secretary of Agriculture Sonny Purdue in carrying out the administrations motto of "Do right and feed everyone".

Please contact your [local FSA Office](#) for questions specific to your operation or county

Important Dates:

Dec 25: Offices Closed

The Census of Agriculture is a Producer's Voice, Future, and Opportunity.

In December farmers and ranchers across the nation will receive the 2017 Census of Agriculture. Producers can mail in their completed census form, or respond online via the improved web questionnaire. The online questionnaire has been revised extensively to make it more convenient for producers.

Conducted once every five years, the census of agriculture is a complete count of all U.S. farms, ranches, and those who operate them; it is the only source of uniform, comprehensive, and impartial agriculture data for every state and county in the nation.

Farmers and ranchers, trade associations, government, extension educators, researchers, and many others rely on census of agriculture data when making decisions that shape American agriculture – from creating and funding farm programs to boosting services for communities and the industry. The census of agriculture is a producer's voice, future, and opportunity.

For more information about the 2017 Census of Agriculture, visit www.agcensus.usda.gov or call (800) 727-9540.

USDA Offers Opportunities to America's Veterans as they Seek Careers in Agriculture

By Scott Whittington, USDA Farm Service Agency

Thousands of veterans leave the military every year, but there's a new "service" they can provide. Over the next few decades, the world will need to increase its food production to keep up with a growing population. [Career options available to American vets in the agriculture](#) sector include owning/operating your own farm, or working in one of the many areas that supports the nation's rural fabric.

The U.S. Department of Agriculture (USDA) assists beginning farmers and ranchers, including veterans, in several ways. These include [microloans, operating loans and other loan programs](#) that help in buying or leasing farm land. Recently, [USDA partnered with SCORE](#) to provide mentorship to veterans and other beginning farmers who need business or other guidance as they prepare for their new careers.

"Its endless possibilities where you could go as a career in agricultural farming and you just feel responsible to present good product to consumers and feel compelled to take care of the land," said Lenny Miles Jr., Navy veteran and farmer in Chestertown, Maryland. Miles helps his father and grandfather run the family farm. Although Miles returned to an established farm, it is possible to start from scratch.

Tom and Anita Roberson both served in the Army a combined 34 years and started Botanical Bites and Provisions in Fredericksburg, Virginia. They didn't come from a farm background. Both worked in the medical field in the Army. After retiring, Tom worked in his private practice for several years before attending farming classes with his wife. Their son, Julian, helped with a business plan and Anita stressed having a business plan is extremely important. "If you want to get into farming, the only excuse that you have is yourself because the resources are there" said Anita. "USDA has plenty of resources."

Not long after the Roberson's finished school, they were operating their own farm growing and selling tomatoes, watermelons, squash, blueberries, other produce and also raising bees for honey.

These veterans heard the calling to enter farming. You can, too. To learn more about the USDA's programs to help get started or if you have questions, visit <https://newfarmers.usda.gov/veterans>

USDA to Measure Final 2017 Row Crop Production and Grain Stocks with Two End-of-Year Surveys

The U.S. Department of Agriculture's National Agricultural Statistics Service (NASS) is encouraging producers to respond to two upcoming surveys – the December Agricultural Survey and the County Agricultural Production Survey – that are critical to row crop producers around the country. The results of the surveys help determine the structure of the 2017 farm payment and risk management programs administered by USDA's Farm Service Agency and Risk Management Agency.

The County Agricultural Production Survey was sent to 170,000 row crop producers beginning Nov. 3. Responses are due by Jan. 15, 2018, and NASS will publish county-level results for corn, soybeans, sunflowers, and sorghum on Feb. 22, 2018, in the Quick Stats database. These county-level data are critical for USDA farm payment determinations.

The December Agricultural Survey will go to 84,000 producers beginning Nov. 29. Responses are due by Dec. 21, 2017, and NASS publishes results in the Crop Production 2017 Summary report on Jan. 12, 2018. Information collected in this survey also feeds into the county estimates for row crops. The survey also asks about grain stocks stored on-farm.

When producers receive the surveys, they have the option to respond using the secure online questionnaire or return it by mail. NASS safeguards the privacy of all respondents and publishes only aggregate data, ensuring that no individual operation or producer can be identified.

These and all NASS data are available online at www.nass.usda.gov/Publications and the searchable [Quick Stats database](#). Watch a video on how NASS data are used at www.youtube.com/watch?v=rBW-g1FgLN8.

Guaranteed Loan Program

FSA guaranteed loans allow lenders to provide agricultural credit to farmers who do not meet the lender's normal underwriting criteria. Farmers and ranchers apply for a guaranteed loan through a lender, and the lender arranges for the guarantee. FSA can guarantee up to 95 percent of the loss of principal and interest on a loan. Guaranteed loans can be used for both farm ownership and operating purposes.

Guaranteed farm ownership loans can be used to purchase farmland, construct or repair buildings, develop farmland to promote soil and water conservation or to refinance debt.

Guaranteed operating loans can be used to purchase livestock, farm equipment, feed, seed, fuel, farm chemicals, insurance and other operating expenses.

FSA can guarantee farm ownership and operating loans up to \$1,399,000. Repayment terms vary depending on the type of loan, collateral and the producer's ability to repay the loan. Operating loans are normally repaid within seven years and farm ownership loans are not to exceed 40 years.

Please contact your lender or local FSA farm loan office for more information on guaranteed loans.

Update Your Records

FSA is cleaning up our producer record database. If you have any unreported changes of address, zip code, phone number, email address or an incorrect name or business name on file they need to be reported to our office. Changes in your farm operation, like the addition of a farm by lease or purchase, need to be reported to our office as well. Producers participating in FSA and NRCS programs are required to timely report changes in their farming operation to the County Committee in writing and update their CCC-902 Farm Operating Plan.

If you have any updates or corrections, please call your local FSA office to update your records.

USDA is an equal opportunity provider, employer and lender. To file a complaint of discrimination, write: USDA, Office of the Assistant Secretary for Civil Rights, Office of Adjudication, 1400 Independence Ave., SW, Washington, DC 20250-9410 or call (866) 632-9992 (Toll-free Customer Service), (800) 877-8339 (Local or Federal relay), (866) 377-8642 (Relay voice users).