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United States Department of Agriculture

**Farm Service Agency**  
*Helping farmers to  
Provide Food, Feed,  
Fuel, and Fiber for  
The World*

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FSA is a farmer-facing agency serving America's agricultural community.  
We're rural America's engine for economic development.



**David Schemm**  
Kansas FSA SED  
"We are a  
producer focused  
agency,  
making sure we  
deliver programs  
to farmers and  
ranchers in the  
most effective  
and efficient way  
possible."

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**2019 has been busy!**

- Signup started for programs under the 2018 Farm Bill
  - Dairy Margin Coverage
    - Enrollment started 6/17/19 and was extended for the 2020 year until 12/20/19
    - Over 80% of Dairy Operation enrolled in DMC
  - ARC/PLC
    - Enrollment opened 9/3/19 for 2019 and ends 3/15/20
    - Enrollment opened 10/15/19 for 2020 and ends 6/30/20
    - Opportunity to update yields based on 90% of the average for 2008-2012 planted acres.

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**2019 has been busy!**

- 2018 MFP sign-up was extended to February because of a government shut down.
- 2019 MFP sign-up started with payment based on planted acres instead of production.
  - 3 'traunches' of payment would be made if necessary. 2 have been made, with no official announcement on a 3<sup>rd</sup> payment.
- CRP sign-up
  - General enrollment was opened 12/9/19 and ends 2/28/20
  - Continuous enrollment was opened 12/9/19 and is ongoing

## What Kind of Impact on Kansas?

- Farm Programs Division:
  - ARC/PLC
    - \$49,000 issued for 2018 ARC-IC
    - \$124,000,000 issued for 2018 ARC-CO
    - \$95,000,000 issued for 2018 PLC
  - 2019 LIP/ELAP
    - \$2,160,000 issued in 2019
- CRP annual payments
  - \$84,000,000
- FSFL
  - \$8,300,000

## FSA has had a huge impact in Kansas

- Price Support/Conservation Division:
  - MFP
    - \$542,000,000 issued for 2018 MFP
    - \$751,000,000 issued for 2019 MFP
  - DMC
    - \$2,200,000 issued in 2019
- Farm Loan Program:
  - Over 5,000 borrowers
  - \$1,100,000,000 portfolio for 2019

## How big of an impact?

- Over \$1,600,000,000 issued in payments to producers.
- Almost \$1,200,000,000 loaned to producers.
- An impact of almost \$3 billion on an \$18 billion industry in Kansas!
- This doesn't include 464 employees across the state with a combined salary of \$38,000,000.

## It's Been Busy



It's a New Year  
(Finally!)



Let's have some Fun.

- If you need to connect to Wi-Fi
  - Wi-Fi:
  - Password:
- Open your text message app.
- Start a new text to "22333"-this is the 'person' or 'contact' you are sending to.
- Text "davidschemm043" as your message to "22333" and that will allow you to answer the questions.

Things I could live without in 2020:

- Trade War
- Flooding/Drought
- Low Commodity Prices
- Filling out another form at FSA

Visit the presentation to see live content. Visit the content inside the app or go <http://bit.ly/2P4R6v8> at Public.com/app

In order for 2020 to be a successful year I need:

- Higher Commodity Prices **A**
- Another Market Facilitation Program Payment **B**
- Higher Production, ie - Yields/Pounds **C**
- More Land/Bigger **D**

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## So now what's going on at FSA?

- ARC/PLC enrollment
  - Deadline is 3/15 for 2019 enrollment
  - IF YOU HAVE CHANGES TO YOUR OPERATION:
    - Get in sooner, not later.
    - You may have a lot of signatures that you need to get.
    - You can change which program your enrolled in up until 3/15
  - Deadline is 6/30 for 2020 enrollment
  - Over 172,000 Farms in Kansas
  - 5,100 Farms have enrolled as of 12/30/19

## What's going on at FSA?

- CRP
  - It is an annual competitive signup that ends 2/28 for this year.
  - Over 8000 contracts expiring in 2020 on 525,000 acres.
  - 2017, 2018, and 2019 expired CRP acres will be eligible to reenroll as expiring CRP acres during this enrollment.

## What else is going on?

- ECP
  - Several counties are continuing to deal with emergency/disasters and are signing up producers, particularly in areas hit with flooding.
- LFP
  - Drought in D2 and D3 levels have hit SW and Central Kansas.
  - 6 weeks at D2 qualifies for LFP, or immediately at D3.

## Also

- WHIP +
  - Sign up started 9/11/19
  - Disaster program targeted towards areas affected by Wildfires, Hurricanes, and Flooding.
  - Kansas STC recently met and changed Kansas FSA definition of flooding.
- LIP
  - Hopefully this late winter and early spring won't be as challenging.

## And Finally

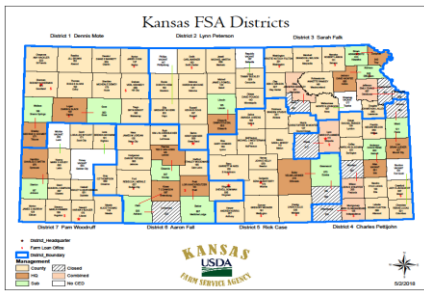
- Acreage Reporting
  - Small Grains acreage reporting deadline was 12/15.
  - Some offices had to utilize registers because of schedule.
  - We have closed all of our registers and finished reporting by 12/27.

Common Land Use Statistics		Top Commodities Reported to Kansas FSA	
Farms in State	172,082	As of 12/16/2019	
Farm Operators and Other Tenants	72,440	Crop	Acres
Net Owners	898,283	Grass	15,383,714
All Customers	184,126	Wheat	5,295,311
Cropland Acres	29,519,299	Alfalfa	474,639
Other Cropland Acres	20,956,498	Triticale	233,287
Highly Erodible Acres	15,053,184	Cover Crop	138,708
Non-Highly Erodible Acres	15,822,003	Fallow	132,935
		Oats	123,595
		Rye	72,633
		Trees-Timber	72,633

Conservation Programs		ARC/PLC Participation Summary	
Number of Farms with CSP	20,004	Farms that have enrolled 5,122	
Number of CSP Contracts	33,624	Farms with ARC/PLC elections 355	
CSP Contract Acres	1,954,344	ARC-CO Farms	76
		ARC-IC Farms	0
		PLC Farms	160
		Farms with ARC-CO and PLC	119

**Kansas FSA State Office 785-539-3531**



### Farm Loan Programs

- Kansas reached over 1.1 billion dollars in outstanding loans in FY2019, a 10% increase from FY2017
- Kansas ranks 4<sup>th</sup> in direct loan dollars outstanding (Oklahoma, Nebraska, Iowa)
- 2018 Farm Bill increases Direct Operating Loan to \$400,000 and the Guaranteed Operating loan to \$1,750,000
- Direct Ownership loan limit increased to \$600,000 and Guaranteed Ownership loan limit increased to \$1,750,000.

For more information—<https://www.fsa.usda.gov/programs-and-services/farm-loan-programs/>

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### Kansas FSA Farm Loan Programs Office Locations and Contact Information

1. Pauls Casper, 2015 W. 10th St., Goodland, KS 67039, 785-862-2020
2. Dwight Jones, 2213 W. 10th St., Derby, KS 67037, 785-877-8811
3. Kevin Potts, 2001 S. 21st St., Pittsburg, KS 67066, 785-833-2155
4. Kim Reynolds, 212 S. Main, Hays, KS 67601, 785-328-2100
5. Bob Strick, 313 Steger Development, Green Center, KS 66847, 785-282-3433
6. David Adams, 405 S. E. International, Pittsburg, KS 67066, 785-229-2222
7. Adam Gorman, 1415 E. 10th, Topeka, KS 66603, 785-265-4260
8. Amy Hultzer, 400 South St., Lawrence, KS 66044, 785-244-2545
9. Brian Taylor, 600 South St., Lawrence, KS 66044, 785-244-2491
10. Jason Lane, 3620 W. 16th St., Butler, KS 67007, 785-244-2512
11. Jason Lane, 3601 W. 16th St., Butler, KS 67007, 785-244-2500
12. Jason Lane, 2017 N. Burton, Olathe, KS 66061, 913-234-6277
13. Jason Lane, 400 West 10th St., Topeka, KS 66606, 785-265-4260
14. Melissa Blank, 211 E. 10th, Pittsburg, KS 67066, 785-229-2200
15. Jason Strick, 325 N. Johnson, Manhattan, KS 66502, 785-202-2200
16. Amy Gorman, 412 East 10th St., Lawrence, KS 66044, 785-244-2545
17. Jonathan Ellis, 2004 E. 41st, Topeka, KS 66606, 785-265-4260
18. Brenda Pharesman, 1000 S. 14th St., Topeka, KS 66606, 785-265-4260
19. Brenda Pharesman, 124 South St., Lawrence, KS 66044, 785-244-2545
20. Dan Sandherr, 607 A.E. 11th, Hays, KS 67601, 785-244-2511

10/4/2019

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### Do You Consider Your Operation

- In a better position financially than last year.
- The same position financially as last year.
- A worse position financially than last year.

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### When do you expect to retire or have a generational change on your operations?

- In 5 years or less.
- In 5-10 years.
- In 10-15 years.
- 15 years or more.

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### FSA's World-Class Workforce: When and Where You Need Us

11,000+ dedicated staff in 51 state offices and 2100 county offices

**Kansas FSA:**  
464 employees  
96 service centers  
Kansas State Office  
Manhattan  
785-539-3531

## Kansas FSA SED

David K. Schemm was appointed by the Trump Administration to serve as the state executive director of the Kansas USDA Farm Service Agency (FSA) in November 2017.

Schemm grew up in Sharon Springs, Kansas, where he and his wife, Lisa, also raised their two sons, Clay and Luke. He is a graduate of Ambassador University with a degree in theology. After graduation, he returned to the family farm while operating a custom crop-spraying business.

As a third-generation farmer, he grows wheat, corn, grain sorghum and sunflower. His farm was recognized with the Outstanding Farm Award from the Wallace County Chamber of Commerce and the Wallace County USDA Natural Resources Conservation Service (NRCS) Farmer's Soil Conservation Award.

He was an active member on the Ag Data Advisory Committee, Field to Market board of directors and Ag Rail Business Council. He also participated in the Wheat Industry Leaders of Tomorrow program and the Wheat Organization Leaders of the Future program.

Schemm has been a member of Kansas Association of Wheat Growers (KAWG) and National Association of Wheat Growers (NAWG) since 2002. During his time with KAWG and NAWG, he served in numerous leadership roles, including president of both organizations.

