



# Annual Report on the Farm Credit System's Young, Beginning, and Small Farmer Mission Performance

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# 2024 YBS Reporting Overview and Updates

- This is the second year reporting lending data from the modernized process and reporting both datasets together.
- View of YBS programs through two lenses: Program features and lending results.
- Definition of small changed January 1, 2024, from \$250,000 in annual gross sales to \$350,000 annual gross cash farm income.
- Rigorous quality assurance processes for both datasets.



# 2024 YBS Non-lending Report (NLR) Overview

The NLR survey provides insight into services and outreach used by institutions:

- Non-lending capital commitments
- Financially related services
- Scholarships
- Conferences, seminars, workshops
- Grants
- Marketing and outreach



# 2024 YBS NLR Results

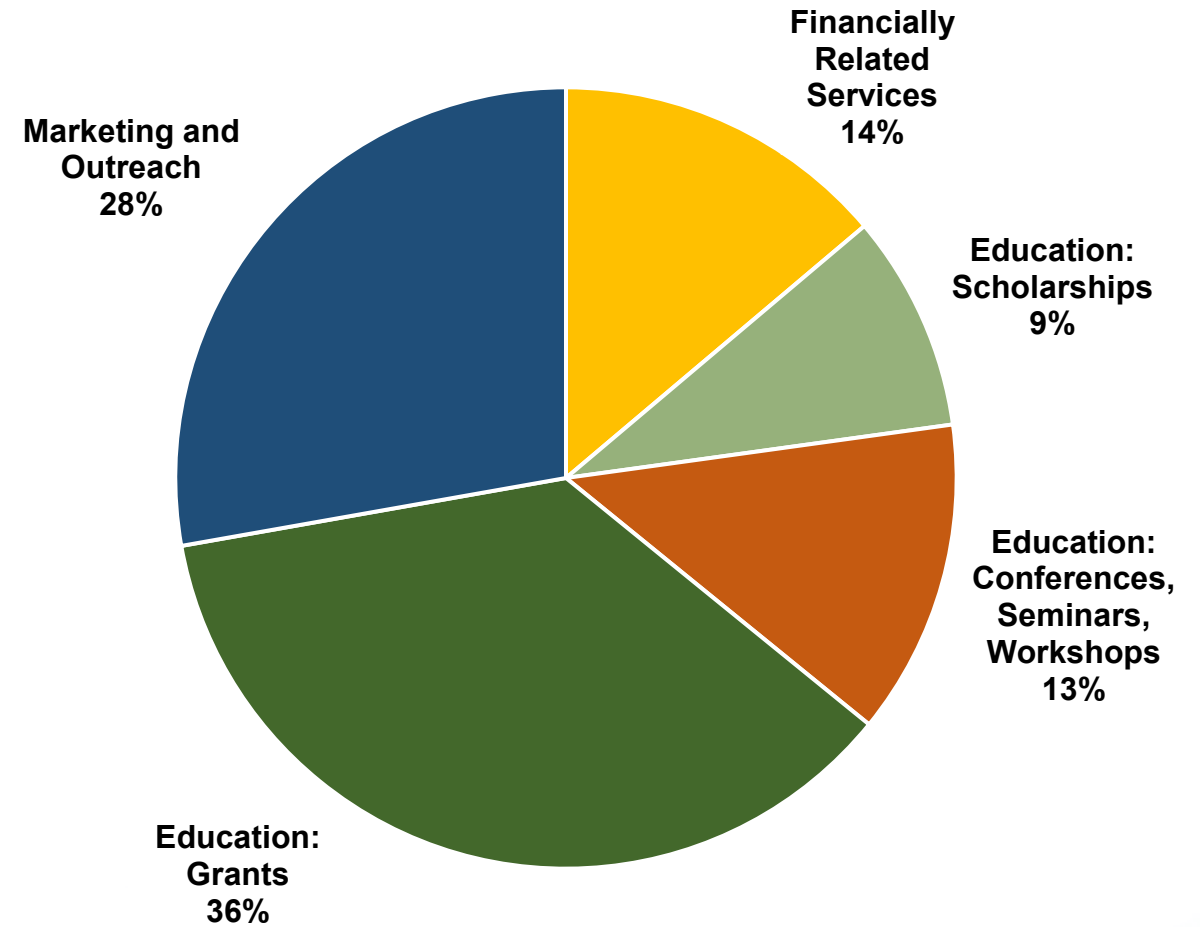
- In 2024, the FCS provided \$348 million in services to YBS producers
  - \$306 million on investments and leases
  - \$37 million on scholarships, grants, educational services, and marketing and outreach
  - \$6 million on financially related services
- Additional YBS program characteristics reported in 2024
  - Use of advisory committees (56%), dedicated staff (78%), and program training (93%)
  - YBS board members (59%)
  - Use of interest rate concessions (58%)





# 2024 YBS NLR Results

- Excluding non-lending capital commitments
  - \$43 million total
  - Approximately 20% went to youth organization grants and 10% went to advertising and promotions.



# 2024 YBS Lending Data Collection Framework

- Leverages existing data systems in the FCS and uses the data dictionary for standardized loan information.
- Designed to be automated – eases reporting burden long term.
- Collects eight mutually exclusive YBS and non-YBS groups.
- Provides FCA and the System with additive lending results across all eight categories.
- Gives insight into dollars in the hands of farmers.

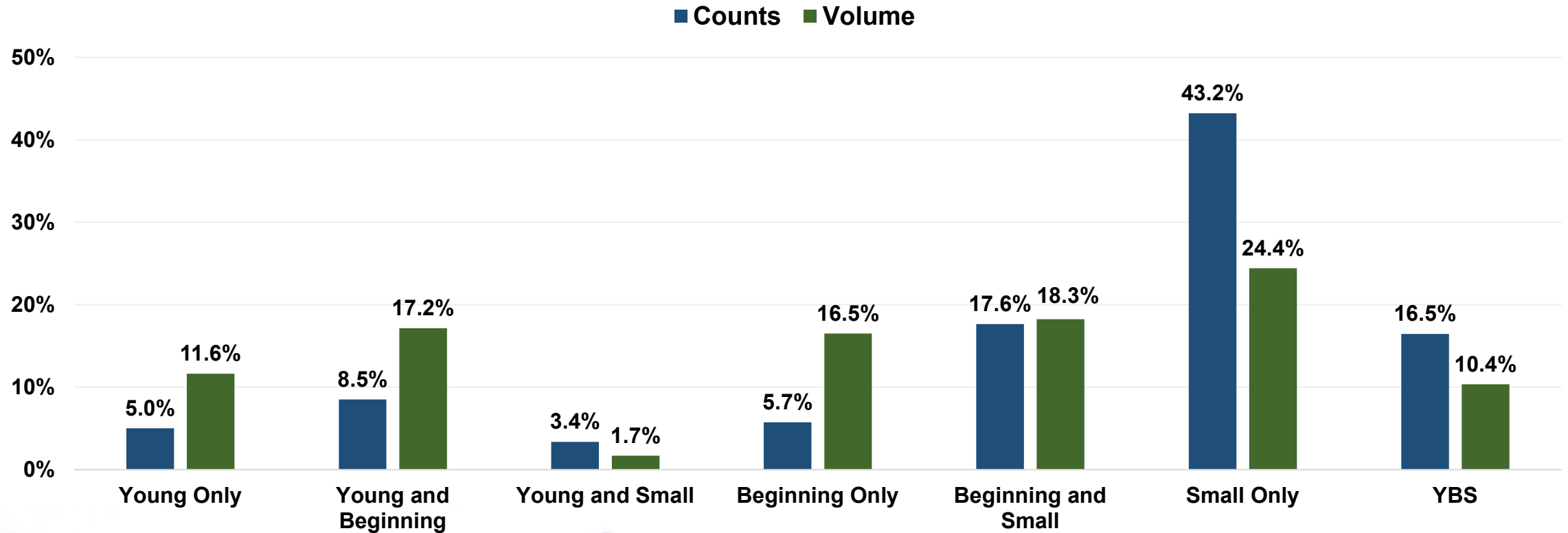


# Loan Count and Current Commitment Volume: Loans Made During 2024

Category	Loan Counts	Volume in Millions	Percent of Total Loan Counts	Percent of Total Volume
Young Only	7,559	\$3,852	2.9%	2.9%
Young and Beginning	12,786	\$5,683	4.9%	4.3%
Young and Small	5,077	\$556	2.0%	0.4%
Beginning Only	8,610	\$5,463	3.3%	4.2%
Beginning and Small	26,495	\$6,044	10.2%	4.6%
Small Only	64,908	\$8,086	25.0%	6.2%
YBS	24,721	\$3,428	9.5%	2.6%
Non-YBS	109,408	\$98,089	42.2%	74.8%
<b>System Total</b>	<b>259,564</b>	<b>\$131,201</b>	<b>100.0%</b>	<b>100.0%</b>



# Distribution of YBS Loans Made by YBS Category During 2024





# Loan Count and Current Commitment Volume: Loans Outstanding as of December 31, 2024

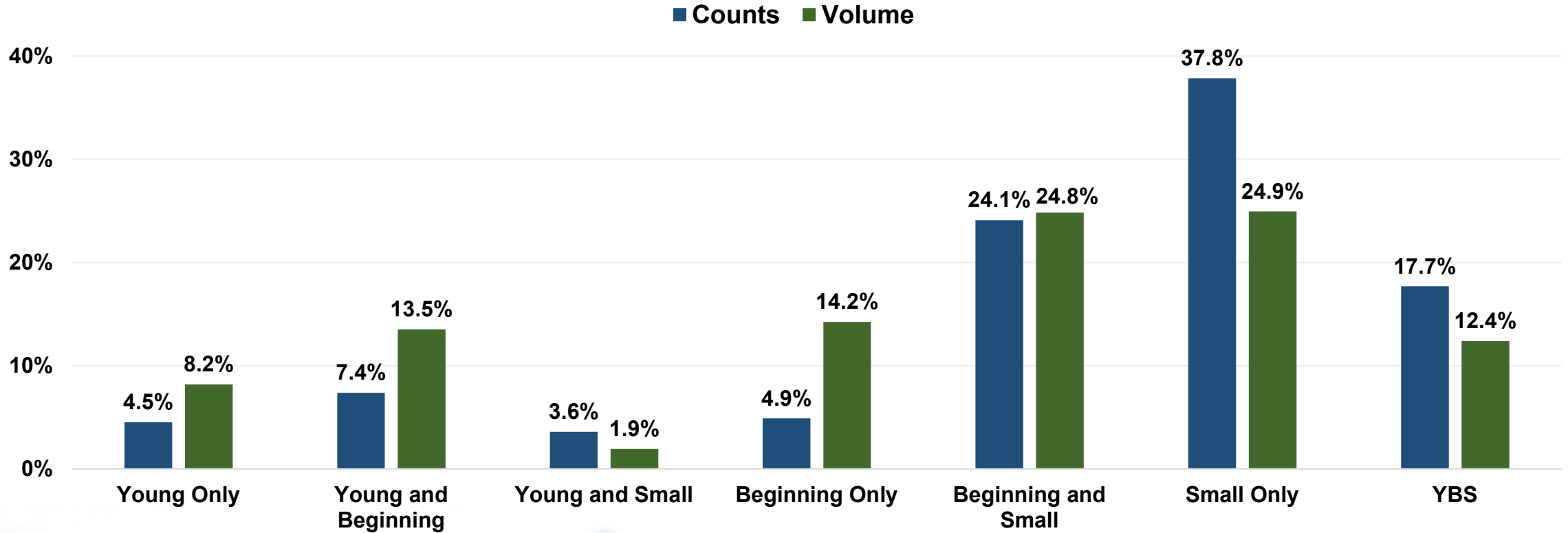
Category	Loan Counts	Volume in Millions	Percent of Total Loan Counts	Percent of Total Volume
Young Only	29,255	\$10,052	2.8%	2.5%
Young and Beginning	47,699	\$16,591	4.5%	4.1%
Young and Small	23,253	\$2,375	2.2%	0.6%
Beginning Only	31,649	\$17,484	3.0%	4.4%
Beginning and Small	155,953	\$30,490	14.7%	7.6%
Small Only	244,945	\$30,625	23.1%	7.6%
YBS	114,530	\$15,203	10.8%	3.8%
Non-YBS	411,930	\$278,405	38.9%	69.4%
<b>System Total</b>	<b>1,059,214</b>	<b>\$401,226</b>	<b>100.0%</b>	<b>100.0%</b>



YBS and Non-YBS Loans Outstanding — As of December 31, 2023



# Distribution of YBS Loans by YBS Category Outstanding as of December 31, 2024



# Year-over-year comparison

- Change in small definition and improved QA process for 2024 data cloud comparisons to 2023.
- Total non-lending dollars decreased by 2.7%, mostly due to decreases in grants and in non-lending capital commitments.
- More institutions report having YBS advisory committees, YBS board members, dedicated YBS staff, staff training on YBS, and giving YBS interest rate concessions in 2024 compared to 2023.
- New loan counts were up 2.6% and volume was up 7.8% from 2023. Outstanding loan counts were up 0.4% and volume was up 5.0% from 2023.
- Largest changes in the portfolio composition were in the Small Only category.



# Conclusions

- Loans to YBS categories accounted for more than half of the number of FCS loans made in 2024 and loans outstanding at year-end.
- Additive and mutually exclusive YBS categories provide meaningful insights into FCS lending to YBS.
- Analyzing both non-lending survey results and more detailed lending data from the improved collection framework will help FCA and the System better understand how the System is meeting its YBS mission.

