Farm Credit Administration
Board Meeting

August 13, 2020
2019 Results:
FCA’s Annual Report on the Farm Credit System’s Young, Beginning, and Small Farmer Mission Performance

FCA Board Meeting
August 13, 2020
Salvatore Iannetta, Senior Policy Analyst
YBS Guidelines

Farm Credit Act

- FCS institutions must have programs to furnish sound and constructive credit and related services to YBS farmers and ranchers.
- Requires the reporting of YBS activities.

Regulation 614.4165 – 2004

- Sets minimum YBS program components, reporting, and disclosure requirements for associations.

Bookletters – 2007 and 2012

- BL 040—Provides flexibility on lending opportunities for YBS farmers and ranchers.
- BL 066—Provides guidance for serving farmers who market their agricultural products through local or regional food systems.

Informational Memorandum – 2014

- Provides information on opportunities to coordinate lending, training, and outreach with the Farm Service Agency.

Advanced Notice of Proposed Rulemaking (ANPRM) – 2019
YBS Definitions

Definitions for FCA Reporting:

- **Young Farmer**: 35 years of age or younger.
- **Beginning Farmer**: 10 years or less of farming experience.
- **Small Farmer**: gross annual farm sales of $250,000 or less.

Important Data Clarifications:

- YBS data is reported separately for each category.
- Borrowers may qualify under more than one category.
  - Adding Y, B, and S data together does not produce an accurate measure of YBS lending.
- Dollar volumes include advances and commitments.
## YBS Results

### YBS Loans Outstanding
As of December 31, 2019

<table>
<thead>
<tr>
<th>Category</th>
<th>Number of loans</th>
<th>Percentage of total number</th>
<th>Dollar volume of loans in millions</th>
<th>Percentage of total volume</th>
</tr>
</thead>
<tbody>
<tr>
<td>Young farmers / ranchers</td>
<td>177,590</td>
<td>19.4%</td>
<td>$31,043</td>
<td>11.1%</td>
</tr>
<tr>
<td>Beginning farmers / ranchers</td>
<td>272,654</td>
<td>29.8%</td>
<td>$48,645</td>
<td>17.4%</td>
</tr>
<tr>
<td>Small farmers / ranchers</td>
<td>459,894</td>
<td>50.3%</td>
<td>$51,869</td>
<td>18.5%</td>
</tr>
</tbody>
</table>

### YBS Loans Made During 2019
As of December 31, 2019

<table>
<thead>
<tr>
<th>Category</th>
<th>Number of loans</th>
<th>Percentage of total number</th>
<th>Dollar volume of loans in millions</th>
<th>Percentage of total volume</th>
</tr>
</thead>
<tbody>
<tr>
<td>Young farmers / ranchers</td>
<td>49,104</td>
<td>18.2%</td>
<td>$10,085</td>
<td>11.1%</td>
</tr>
<tr>
<td>Beginning farmers / ranchers</td>
<td>67,088</td>
<td>24.9%</td>
<td>$14,283</td>
<td>15.7%</td>
</tr>
<tr>
<td>Small farmers / ranchers</td>
<td>123,494</td>
<td>45.7%</td>
<td>$14,421</td>
<td>15.9%</td>
</tr>
</tbody>
</table>

Source: Annual Young, Beginning, and Small Farmer Reports submitted by each System lender through the District Banks
New YBS Loan Volume

Source: Annual Young, Beginning, and Small Farmer Reports submitted by each System lender through the District Banks
YBS Share of Total New Loan Volume

Source: Annual Young, Beginning, and Small Farmer Reports submitted by each System lender through the District Banks
New YBS Loan Counts

Source: Annual Young, Beginning, and Small Farmer Reports submitted by each System lender through the District Banks
YBS Share of Total New Loan Counts

Source: Annual Young, Beginning, and Small Farmer Reports submitted by each System lender through the District Banks
YBS Initiatives Update

- Improved the Agency’s ability to track FCS service to YBS producers and identifying best practices used to serve YBS producers.
- Working to modernize and reduce burden for FCS reporting of YBS lending data.
- Engaged with FCS data workgroups and attended FCS YBS focused events.
- Working with other Government Agencies for the benefit of YBS producers.
Thank you

Questions?