

Jeffery S. Hall, Chairman and Chief Executive Officer (CEO)
Glen R. Smith, Board Member



**MINUTES OF THE REGULAR MEETING
OF THE
FARM CREDIT ADMINISTRATION BOARD
July 10, 2025**

These minutes reflect the business transacted at the July 10, 2025, regular meeting of the Farm Credit Administration (FCA) Board pursuant to the Government in the Sunshine Act, 5 U.S.C. § 552b, and the regulations of the FCA adopted thereunder.

The meeting was held at the FCA office in McLean, Virginia. The meeting began at 10:00 a.m. and concluded at 11:09 a.m. The meeting was a hybrid physical/virtual meeting.

Members of the Board present were:

Jeffery S. Hall, Chairman and CEO
Glen R. Smith, Board Member

The above named constitute the full Board.

Others present included **Ashley Waldron**, Secretary to the Board; **Seema Mahini**, General Counsel; and staff of the FCA and Farm Credit System Insurance Corporation (FCSIC). There were nine members of the general public in attendance. (A list of Board and staff attendees is attached as Exhibit A.)

Chairman Hall called the meeting to order.

The **Secretary** addressed technical and protocol items and read a statement that announced the meeting would be conducted according to Government in the Sunshine Act requirements.

ADOPTION OF AGENDA

Chairman Hall reviewed the published agenda. (A copy of the Public Announcement publishing the agenda for the meeting is attached as Exhibit B.)

Board Member Smith moved to adopt the agenda as published.

Chairman Hall seconded the motion.

There being no further discussion, **Chairman Hall** called the question.

The **Secretary** polled the Board Members, and the motion carried unanimously.

CONSIDERATION TO CLOSE PORTIONS OF THE MEETING

Board Member Smith noted that the agenda did include portions of the meeting that should be closed to the public as permitted by the Government in the Sunshine Act and therefore moved that the meeting be closed at that point as shown on the agenda.

Chairman Hall seconded the motion.

There being no further discussion, **Chairman Hall** called the question.

The **Secretary** polled the Board Members, and the motion carried unanimously.

OPEN SESSION

Approval of Minutes

Minutes for June 12, 2025

(BM-10-JUL-25-01)

Board Member Smith moved to approve the minutes for the June 12, 2025, FCA regular board meeting, as presented.

Chairman Hall seconded the motion.

There being no further discussion, **Chairman Hall** called the question.

The **Secretary** polled the Board Members, and the motion carried unanimously. **(BM-10-JUL-25-01)**

(A copy of the official "Board Action Item" is attached as Exhibit C.)

Reports

Report on Food Hubs

Lori Markowitz and **Aga Perry** of the **Office of Regulatory Policy** presented the Report on Food Hubs.

(A copy of the PowerPoint presentation is attached as Exhibit D.)

CLOSED SESSION

Chairman Hall noted that the meeting was moving into closed session and asked the members of the public and staff who were not observing the closed session to leave the meeting.

OIT staff confirmed that the public and those staff had disconnected from the virtual portion of the meeting.

Chairman Hall convened the closed session of the meeting at 10:35 a.m.

OIT staff confirmed that the proceedings of the closed session were being recorded, pursuant to 5 U.S.C. § 552b(f).

The **Secretary** confirmed she had the certification from the General Counsel, pursuant to 5 U.S.C. § 552b(f), that the portions of the meeting held in closed session may be properly closed

to the public. (Attendees are listed on Exhibit A.) (A copy of the General Counsel’s certification is attached as Exhibit E.)

Future of Office of Examination Workgroup Report

Matt Alizadeh, Jessica Campbell, and Brianna Tomlinson of the **Office of Examination** presented the Future of Office of Examination Workgroup Report.

ADJOURNMENT

There being no further business to come before the Board, **Chairman Hall** indicated he would entertain a motion to adjourn the meeting.

Board Member Smith moved that the meeting be adjourned.

Chairman Hall seconded the motion.

There being no further discussion, **Chairman Hall** called the question.

The **Secretary** polled the Board Members, and the motion carried unanimously.

The meeting adjourned at 11:09 a.m.

NOTATIONAL VOTE ACTIONS

There was one notational vote action approved by the FCA Board from June 12, 2025, through July 9, 2025.

Item Number	Action Date	Voting Results	Subject
NV 25-11	6/13/2025	Approved	Personnel Action

The undersigned hereby certify that the foregoing minutes are the official minutes of the regular meeting of the Farm Credit Administration Board held on July 10, 2025.

_____/s/
Jeffery S. Hall
Chairman and CEO

_____/s/
Ashley Waldron
Secretary to the Board

Approved: August 14, 2025

**BOARD AND STAFF PRESENT AT THE
FCA REGULAR BOARD MEETING
July 10, 2025**

Jeffery S. Hall, Chairman and CEO
Glen R. Smith, Board Member

ATTENDEES	OPEN SESSION	CLOSED SESSION
Office of the Board		
Hall, Jeffery	X	X
Smith, Glen	X	X
Donner, Mary Alice	X	X
Stokke, Michael	X	X
Calhoun, Gaye	X	X
Lewandrowski, Barbara	X	X
Waldron, Ashley	X	X
OCOS		
Coleman, Robert	X	X
OEE0		
Burlew, Thais	X	X
Fish, Tyler	X	X
Major, Sara Lynn	X	X
OIT		
Matos, Ricardo	X	X
Rana, Ben	X	X
Amaya, Victor	X	X
OCPA		
Rezendes, Andrew	X	X
OGC		
Mahini, Seema	X	X
Griffin, Ward	X	X
Katz, Richard	X	
Grossman, Andra	X	X
OE		
Duffy, Mike	X	X
Fennewald, Dan	X	X
Greenlee, Angela	X	X
Alizadeh, Matt	X	X
Campbell, Jessica	X	X
Tomlinson, Brianna	X	X
ODAE		
D'Antoni, Jeremy	X	X
Iannetta, Sal	X	X
Kaiser, Rebecca	X	
OIG		
Cerne, Sonya	X	X
Miller, Kevin	X	X

ATTENDEES	OPEN SESSION	CLOSED SESSION
OSMO		
Fay, Thomas	X	X
Hudson, Bruce	X	X
ORP		
Kramp, Kevin	X	X
Agans, Autumn	X	X
Johansen, Mark	X	X
Markowitz, Lori	X	X
Perry, Aga	X	X
Hale, Darius	X	
Leist, Ryan	X	
Tulman, Sarah	X	
Underwood, Justin	X	
OCFO		
Peterman, Mary	X	X
Soares, Ily	X	X
OAS		
Bell, Vonda	X	X
Williams, Jennifer	X	X
FCSIC		
Simonson, John	X	X
Wynn, Wade	X	X
GENERAL PUBLIC	9	N/A

Farm Credit Administration

1501 Farm Credit Drive
McLean, VA 22102-5090
(703) 883-4000



PUBLIC ANNOUNCEMENT OF MEETING SUBJECT TO THE GOVERNMENT IN THE SUNSHINE ACT

Farm Credit Administration Board Regular Meeting July 10, 2025

TIME AND DATE: 10 a.m., Thursday, July 10, 2025.

PLACE: You may observe the open portions of this meeting in person at 1501 Farm Credit Drive, McLean, Virginia 22102-5090, or virtually. If you would like to observe, at least 24 hours in advance, visit FCA.gov, select "Newsroom," then select "Events." From there, access the linked "Instructions for board meeting visitors" and complete the described registration process.

STATUS: Parts of this meeting will be open to the public. The rest of the meeting will be closed to the public.

MATTERS TO BE CONSIDERED: The following matters will be considered:

PORTIONS OPEN TO THE PUBLIC:

- Approval of Minutes for June 12, 2025
- Report on Food Hubs

PORTIONS CLOSED TO THE PUBLIC:

- Future of Office of Examination Workgroup Report¹

CONTACT PERSON FOR MORE INFORMATION: If you need more information or assistance for accessibility reasons, or have questions, contact Ashley Waldron, Secretary to the Board. Telephone: 703-883-4009. TTY: 703-883-4056.

_____/s/
Ashley Waldron
Secretary to the Board

June 30, 2025

¹ Session Closed-Exempt pursuant to 5 U.S.C. Section 552b(c)(8).

Farm Credit Administration

1501 Farm Credit Drive
McLean, VA 22102-5090
(703) 883-4000

BOARD ACTION ITEM



FCA BOARD ACTION ON

Minutes for June 12, 2025, Regular Board Meeting

BM-10-JUL-25-01

Effective Date: July 10, 2025

Impact on Prior Board Actions: None

THE FCA BOARD HEREBY:

- Approves the minutes for the June 12, 2025, regular Board meeting, as presented.

DATED THIS 10th DAY OF JULY 2025

BY ORDER OF THE BOARD

_____/s/
Ashley Waldron
Secretary to the Board

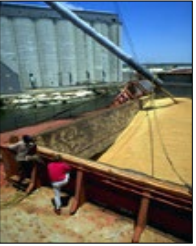


FCA Board Meeting July 2025

Exhibit D

Aggregators, Food Hubs, and Local and Regional Food Systems July 10th, 2025

Lori Markowitz
Aga Perry





Outline

- ▶ Definition
- ▶ Characteristics of food hubs
- ▶ Challenges and opportunities
- ▶ Financing within the Farm Credit System





What is an aggregator/food hub?

- ▶ Definition of an aggregator/food hub is based on function, not organizational structure.
- ▶ Food hubs focus on local markets connecting multiple producers with multiple consumers.
- ▶ Functions of food hubs include:
 - Coordination
 - Aggregation
 - Marketing
 - Transportation
 - Other functions





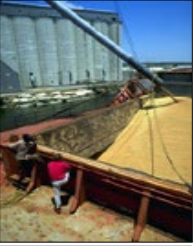
Role of food hubs/aggregators in the US food system

- ▶ Supporting **local food system** and **local producers**
- ▶ Top organizational values of food hubs are:
 - Farmer viability
 - Access to healthy food
 - Local food sourcing
 - Regional food system resilience

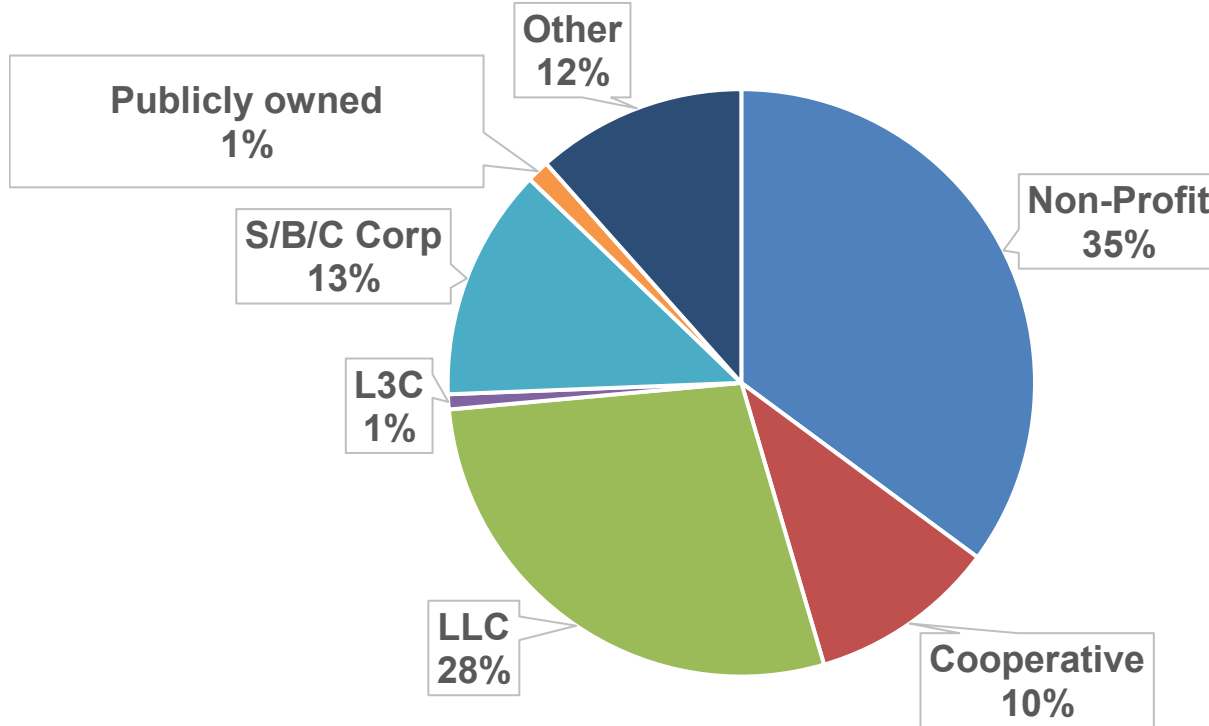




Only 10 % of Food-Hubs are organized as cooperatives



Organizational Structure of Food Hubs



Source: USDA Food Hub Directory Data as of April 2025

n= 242



Challenges faced by farmers

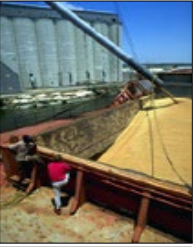
- ▶ Limited distribution channels
- ▶ Lack of processing and marketing infrastructure
- ▶ Limited scale to reach markets
- ▶ Staffing for post harvest





Food Hub Networks

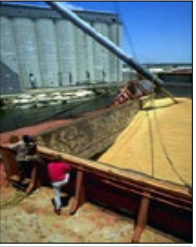
- ▶ Groups of food hub businesses and organizations that work collectively to share information or pursue common goals and create a more connected local food system. (Source: Informa Economics IEG.)
- ▶ Large scale buyers need certificates
- ▶ Individual food hubs need additional resources to fulfill large scale orders





Northwest Food Hub Network - example

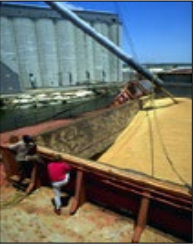
- ▶ A network of farmer-owned cooperative food hubs and partner organizations that share supplies, services, and infrastructure to serve markets across Montana and Washington.
- ▶ They work together to create economic opportunity for over 200 farmers and local food producers.
 - ▶ Puget Sound Food Hub Cooperative
 - ▶ Local Inland Northwest Cooperative (LINC) Foods
 - ▶ Western Montana Growers Cooperative





Food Hubs and Aggregators support farmers and local food systems

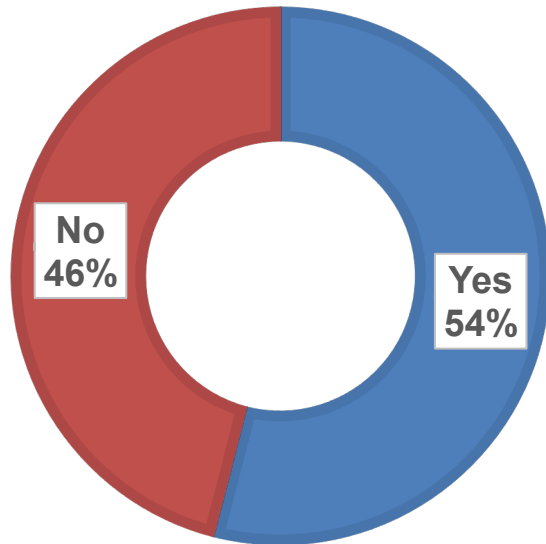
- ▶ 89% of food hubs reported mostly or exclusively purchasing from small- to mid-size farms (2017 Food Hub Survey).
- ▶ During the COVID-19 pandemic food hubs were providing essential services to their community, while supporting local farmers and producers (2021 Food Hub Survey).
- ▶ On average, each food hub maintains relationships with 79 producers/suppliers (2015 Food Hub Survey).
- ▶ 82% of surveyed food hubs claimed their activities increase market access for small- and mid- size farmers and ranchers and ensure producers receive a fair price (2017 Food Hub Survey).



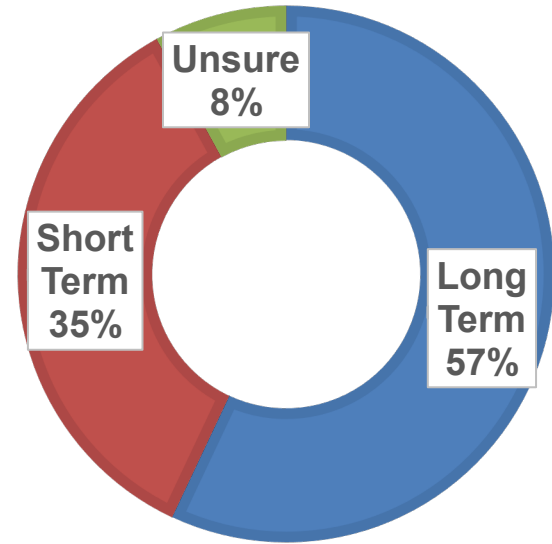


Impact of the 2020 COVID-19 pandemic

Did your business model change in 2020?



Percentage of Organizations Indicating Predicted Longevity of Business Model Changes



Data source: 2021 National Food Hub Survey Report

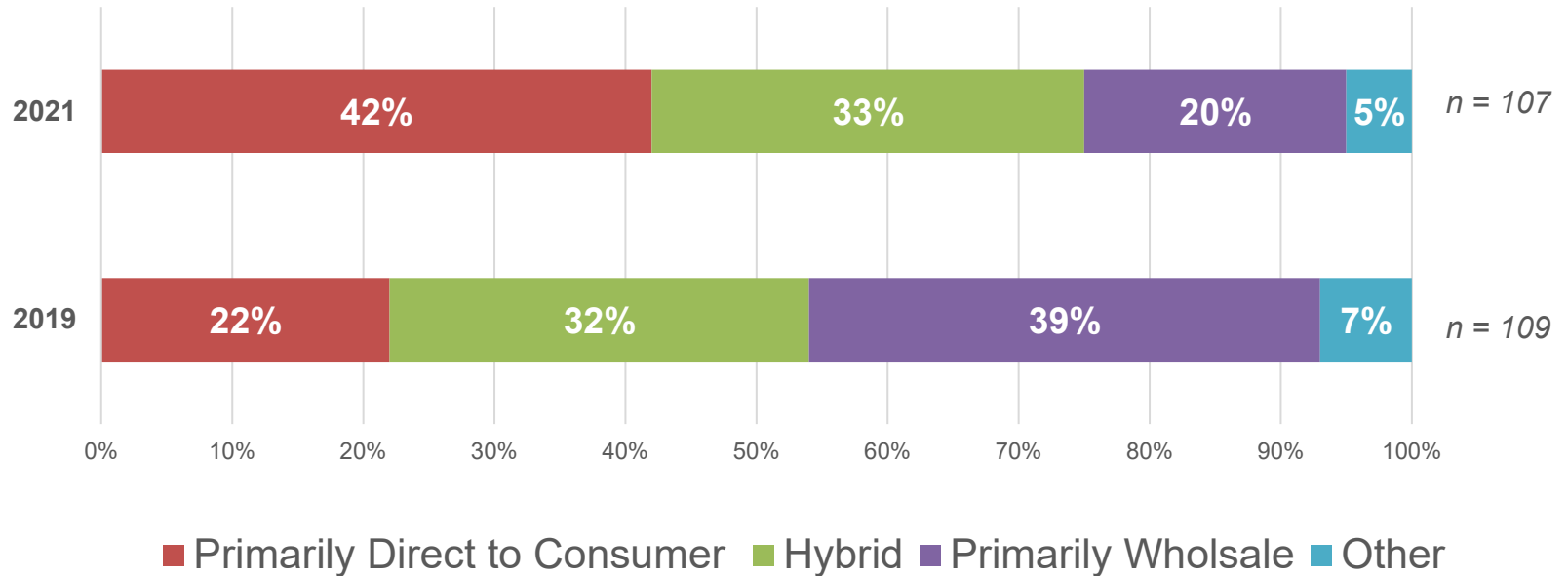




Opportunities and Challenges facing Food Hubs and Aggregators (1)



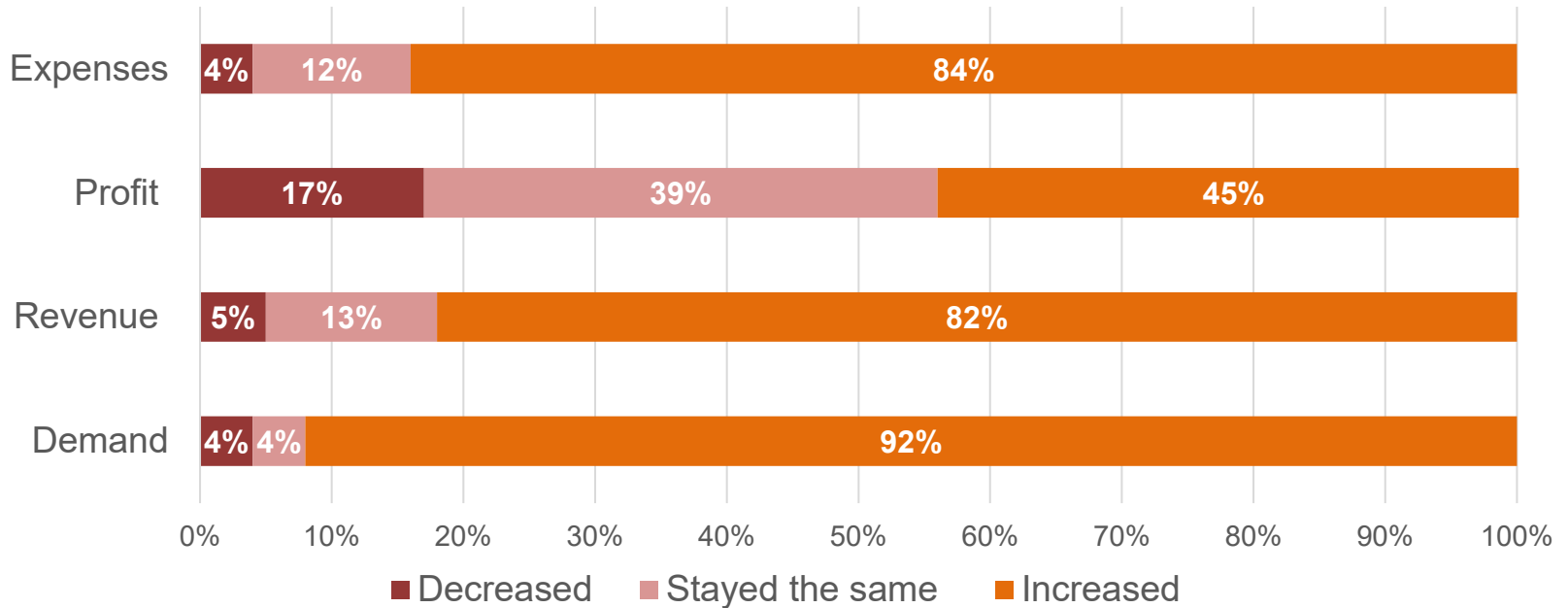
Percent of Organizations by Business Model





Opportunities and Challenges facing Food Hubs and Aggregators (2)

Percentage of Perceived Change in Financial Outlook



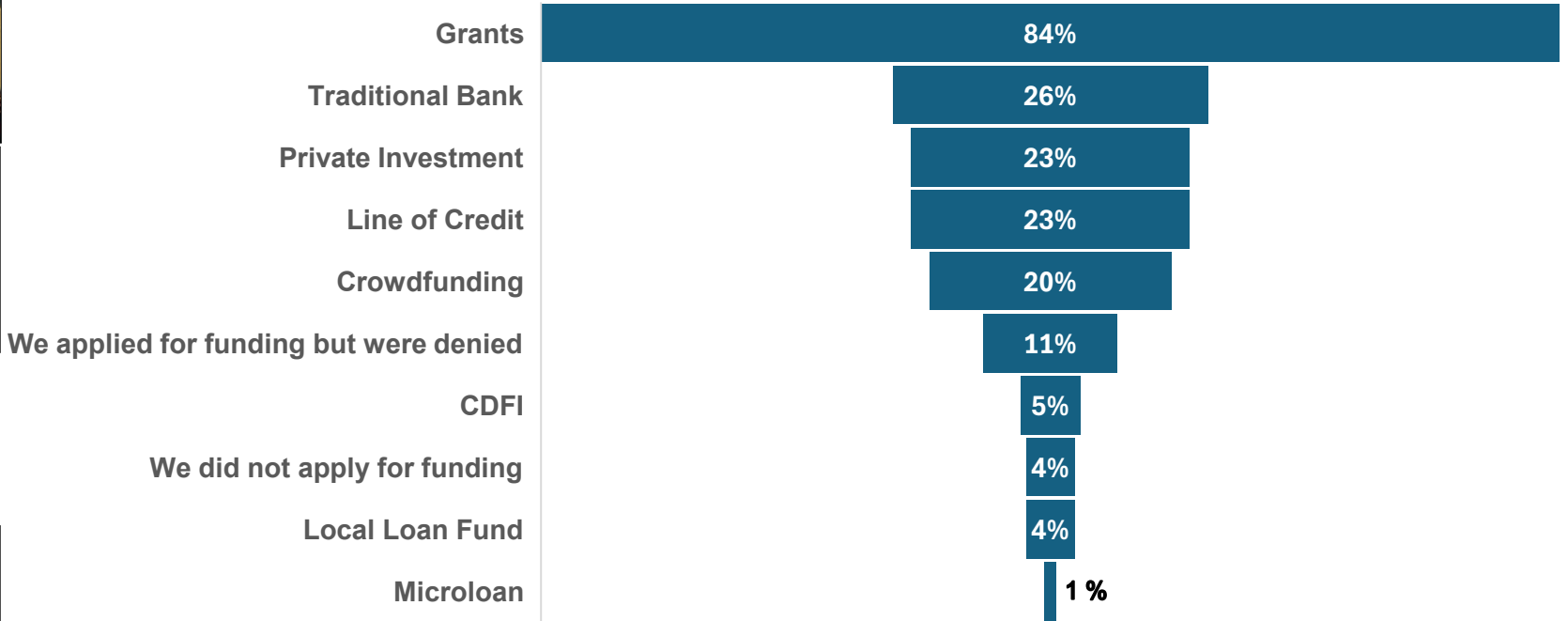
Data source: 2021 National Food Hub Survey



Opportunities and Challenges facing Food Hubs and Aggregators (3)



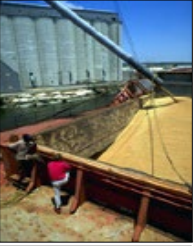
Percentage of Organizations' Access to Sources of Capital



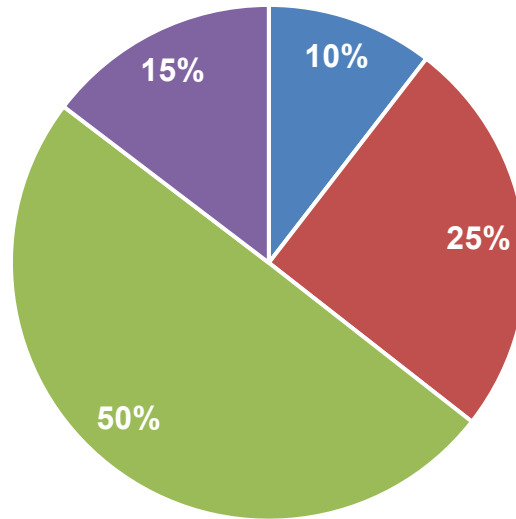
Data source: 2021 National Food Hub Survey



Most food hubs take ownership of the product they sell to consumers



Service Procurement Type



- Take ownership of the product & sell on a consignment basis
- Sell on a consignment basis
- Take ownership of the product
- Other

Source: USDA Food Hub Directory Data as of April 2025

$n = 239$



Current Regulations and Guidance

- ▶ § 613.3020 Financing for farm-related service businesses
- ▶ BL-066 Providing Credit to Farmers and Ranchers Operating in Local/Regional Food Systems
- ▶ § 613.3010 Financing for processing or marketing operations





Function of an aggregator

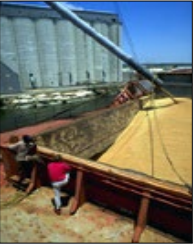
- ▶ The function of an aggregator can potentially be viewed as a service of taking a farmer's product and creating a market by selling the product to a consumer or an institution.





Regulation §613.3020 - Title interpretation

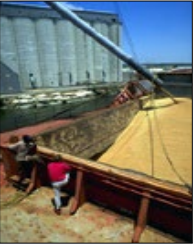
- ▶ FCA's current interpretation is that the ownership (title) of the product must remain with the producer (BL-66.)
- ▶ The interpretation of ownership is based on 1979 correspondence from the Governor of the FCA.





Regulation §613.3010 Financing for processing or marketing operations (1)

- ▶ Functionally, aggregators process and market agricultural products on behalf of agricultural producers.
- ▶ The current regulations include specific requirements regarding:
 - ownership, structure and control,
 - throughput,
 - and the number of producers providing throughput.





Regulation §613.3010 Financing for processing or marketing operations (2)

- ▶ The limit in (a)(5) requiring that the business processes **only a single producer's throughput** is a significant limitation for aggregators to be eligible for FCS financing.
- ▶ Amendment of the regulation requirement increasing the number of producers providing throughput would allow FCS institutions to finance food hubs.





Summary

Food hubs

- ▶ Provide a service and/or market and process.
- ▶ Support local producers and increase viability.
- ▶ Primarily rely on grants for funding.

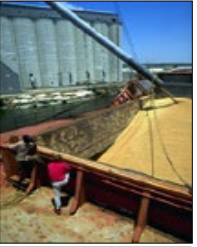




Next Steps

- ▶ Current interpretation on §613.3020 requires producer to maintain title.
- ▶ Current marketing and processing regulation has strict requirements on ownership, throughput and control and only applies to one producer.





Questions

