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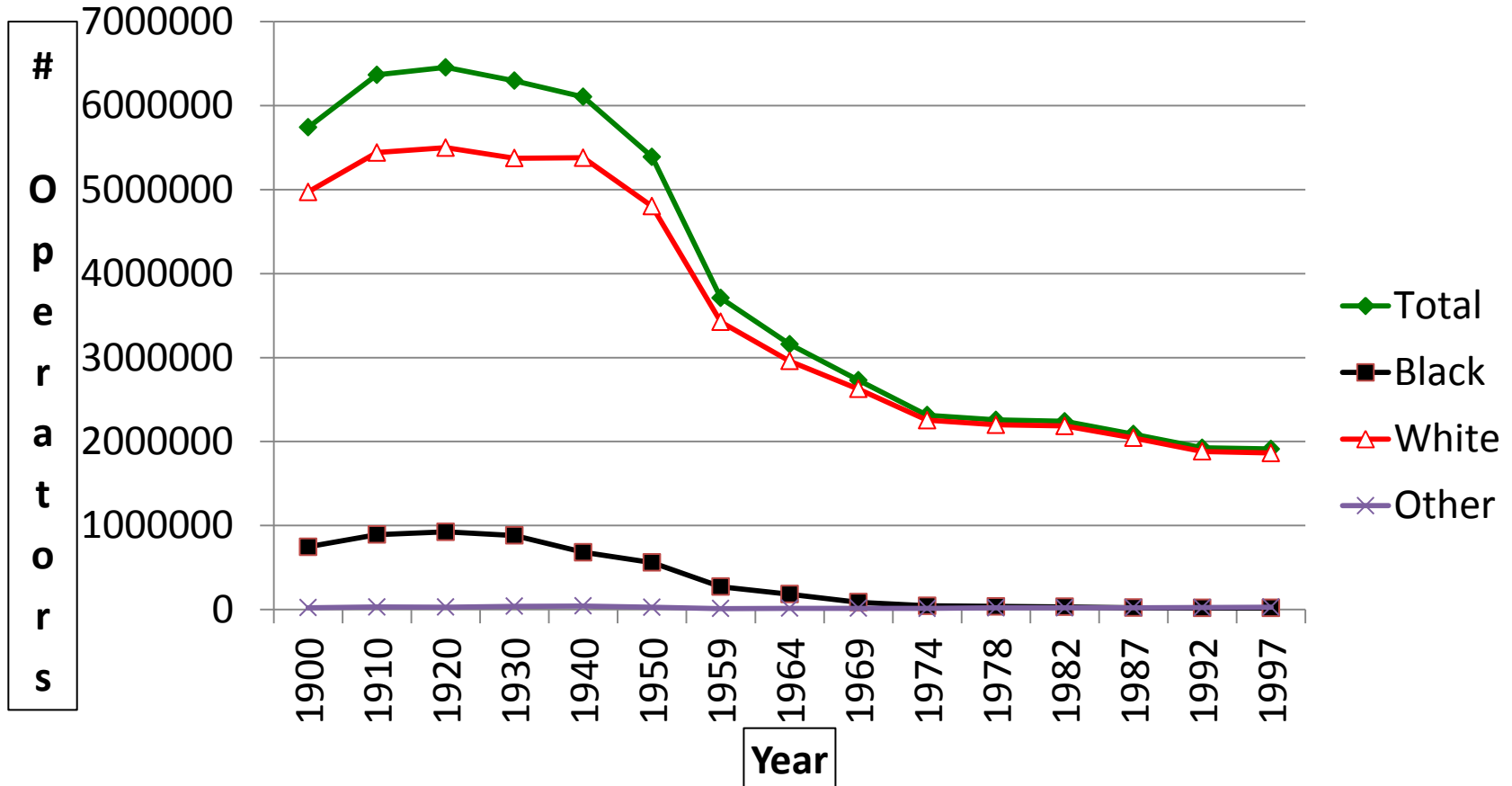
USDA Agricultural Outlook Forum: Integrated Solutions for Socially Disadvantaged **Row-crop** Farmers

Dr. Dewayne L. Goldman
Director of Stakeholder Relations
Monsanto Company
February 24, 2012

Discussion Agenda

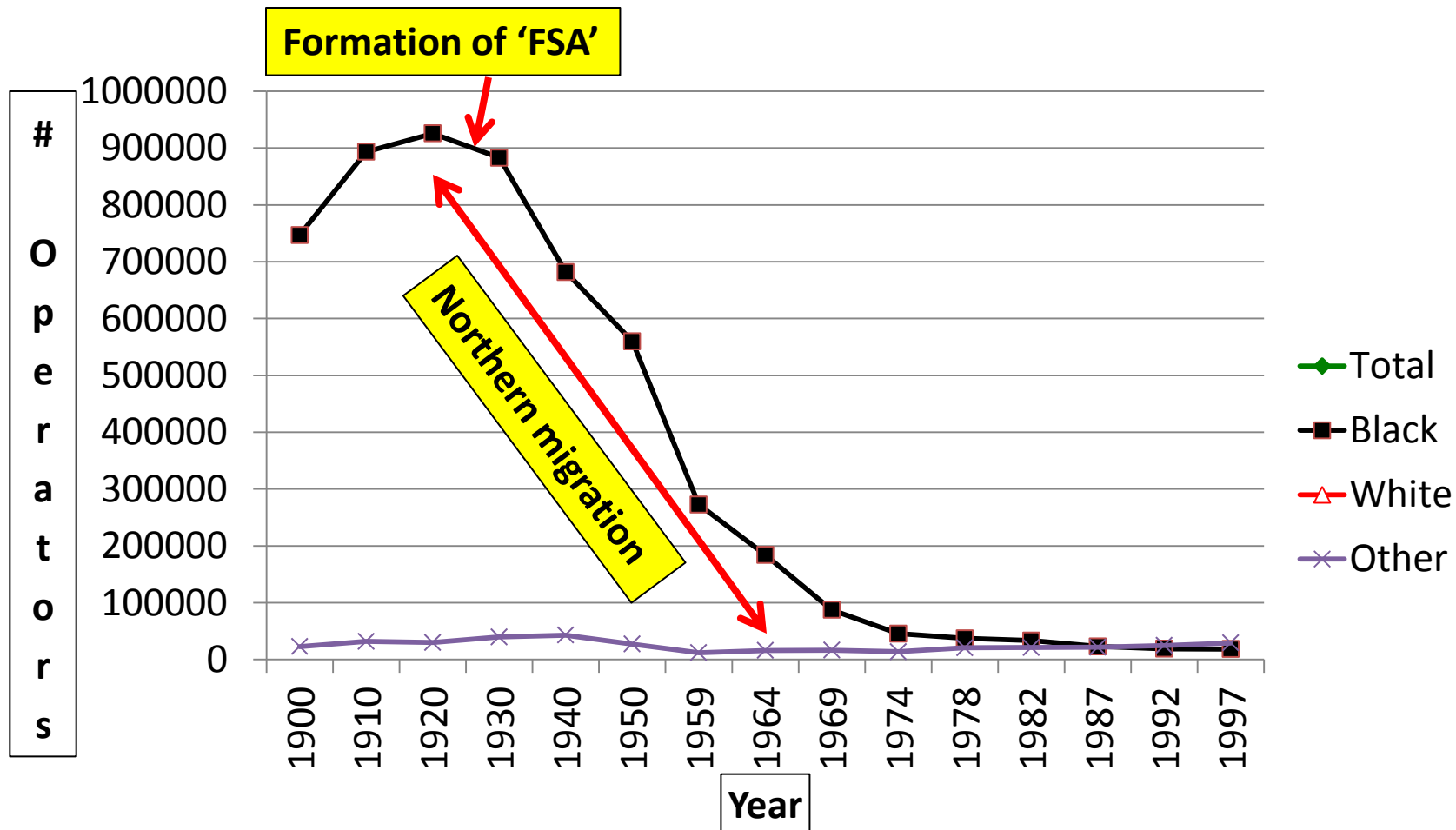
- Socially Disadvantaged (Black) Row-crop farmers
- Row-crop production in 2012
 - USDA Program and Agricultural Technology Usage
 - Grower options
- Integrated solutions
- Summary

U.S. Farm Operators by Race, 1900 - 1997



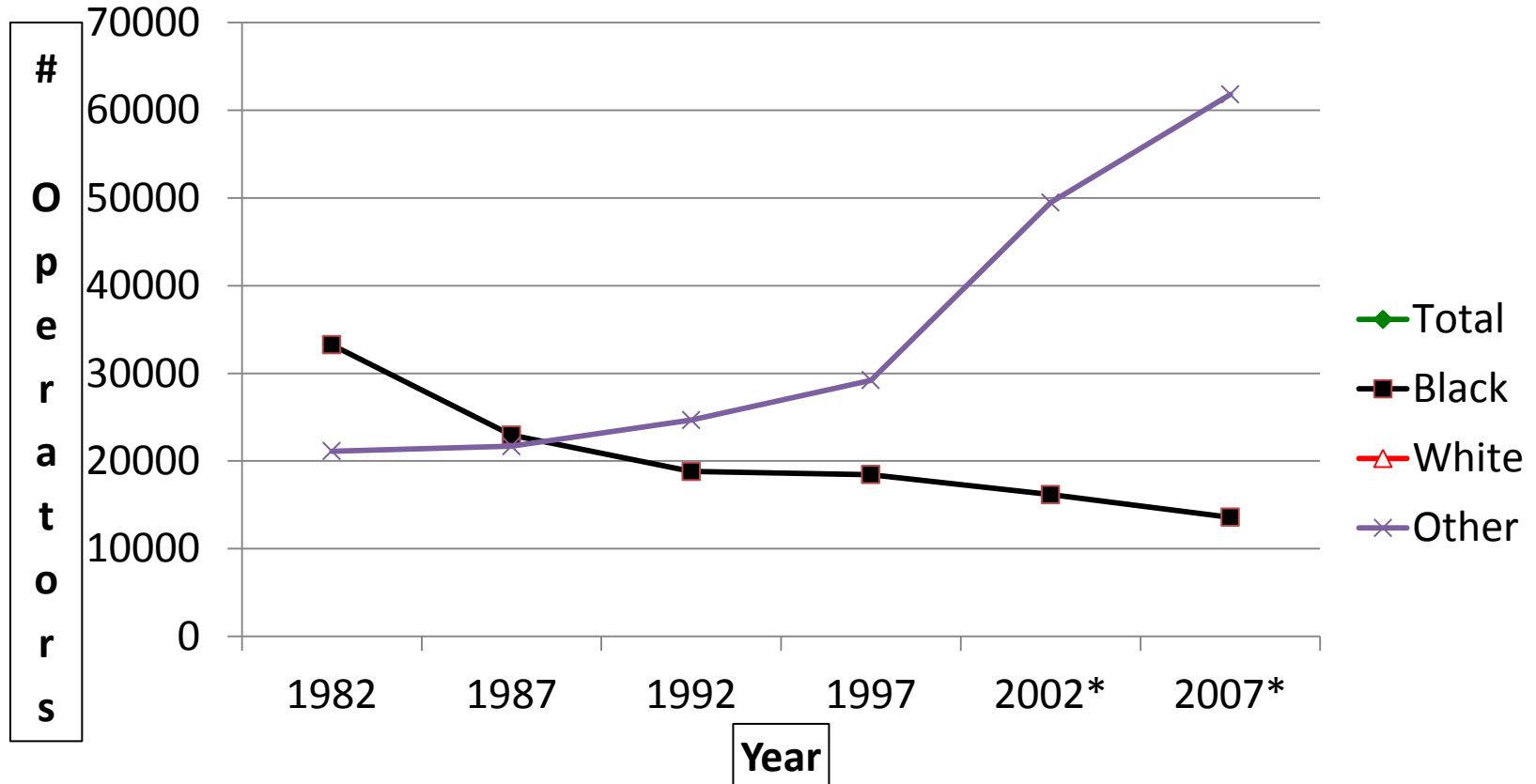
Data Source: USDA Rural Business Cooperative Service, RBS Research Report 194, page 24. "Black Farmers in America, 1865-2000: The Pursuit of Independent Farming and the Role of Cooperatives." October 2002

U.S. Farm Operators by Race, 1900 - 1997



Data Source: USDA Rural Business Cooperative Service, RBS Research Report 194, page 24. "Black Farmers in America, 1865-2000: The Pursuit of Independent Farming and the Role of Cooperatives." October 2002

U.S. Farm Operators by Race, 1982 - 2007

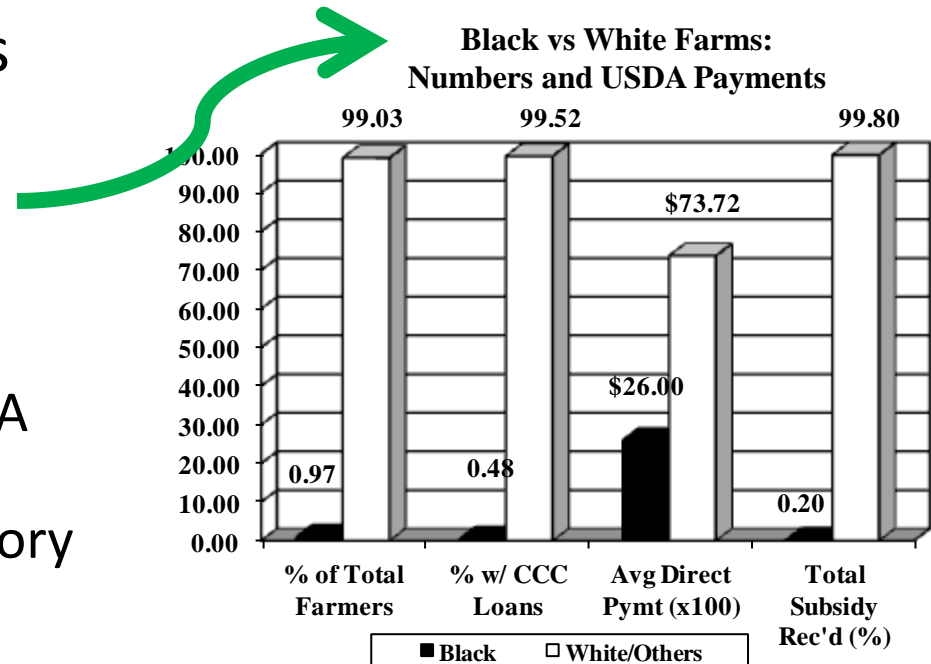


Data Source (for 1982-1997): USDA Rural Business Cooperative Service, RBS Research Report 194, page 24. "Black Farmers in America, 1865-2000: The Pursuit of Independent Farming and the Role of Cooperatives."

***Data Source (for 2002-2007):** USDA National Agriculture Statistics Service Census report from website "<http://quickstats.nass.usda.gov/results>" for operators whose primary occupation is farming. "Other" category comprised of American Indian, Asian, and Hispanic growers.

Disparity in Crop Subsidies

- Net cumulative effect of previous discriminations (*CRS Report 2001.pdf*)
- Key findings for black farmers
 - Higher attrition rate
 - Less participation in USDA programs
 - Lower yields, discriminatory practices, loan delays
- Needs
 - Acknowledgement
 - Statute-of-limitations relief



*Information Source: "USDA Settlement of Discrimination Suit by Black Farmers."
(2001 Congressional Research Service Report by Jean Y. Jones)*

USDA Program and Agricultural Technology Usage Observations

- Poor service history results in distrust
- Complexity can be overwhelming
- Requirements (real and perceived) can be restrictive
- Tremendous opportunities exist
 - USDA (2008 Farm Bill, Cultural Transformation)
 - Ag Industry (Improved technology, Efficiency)

2012 Farm Options

FSA Programs: DCP, Farm Operating Loan, Farm Ownership Loan, Farm Equipment Loan, AGI, ACRE, Biomass CAP, EM

NRCS Programs: CSP, EQIP, WHIP, MBHI

RD Programs: REAP, Farm Labor Housing, Value Added, Energy Based Programs

RMA Programs: CAT, GRIP, GRIP with Harvest Rev option, RP, YP, GRP

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Cotton technologies: Genuity (B2RF, RF, B2), WRF, LL, Glytol, VipCot

Corn Technologies: Genuity (VT3Pro, SmartStax, VT2Pro, RRCorn2, DroughtGard, SmartStax RIB Complete), Agrisure (GT, CB/LL, GT/CB/LL, 3000GT) Herculex (RR2, RW, Xtra)

Soybean Technologies: Vistive Gold, Genuity RR2Y, Omega 3, Plenish, LL

Farm Equipment Technologies: GPS applications, AutoSteer, Variable Rate (Seeding, fertility, irrigation), Yield Monitor, Grid sampling, Swath control (sprayer, planter)

2012 Farm Options

FSA Programs: DCP, Farm Operating, Ownership Loan, Farm Loan, AGI, ACRE, CAP, EM, EQIP, WHIP,

NRCS

RD Programs: Housing, Value-Added, Based Programs

RMA Programs: CA, with Harvest Rev op, GRP

DON'T WANT TO FOOL WITH THE GOVERNMENT, I'LL DO IT ON MY OWN

Cotton technologies: Genuity (B2RF, B2), WRF, LL, Glytol, VipCot

Cotton technologies: Genuity, T2Pro, SmartStax, P/LL,

Soybean Gold, Gen

DON'T WANT TO FOOL WITH TECHNOLOGIES, I'LL GROW CONVENTIONAL SEEDS WITH GRANDDADDY'S EQUIPMENT

Farm Equipment: GPS applications, Variable Rate (Seeding, Irrigation), Yield Monitor, Grid sampling, Swath control (sprayer, planter)

USDA Program and Agricultural Technology Usage Requirements

- Grower requirements
 - Keep asking, requesting services
 - Cooperate with USDA and allied organizations
- USDA and Ag Industry requirements
 - Keep working with allied organizations
 - Remain open to creative, workable solutions
- Tangible results from participation
 - “Farm safety net” for SDF
 - Opportunities to correct historical inadequacies
 - **COMBINED ADOPTION OF PROGRAMS NEEDED TO SUSTAIN DIVERSITY IN AGRICULTURE**

The National Black Growers Council



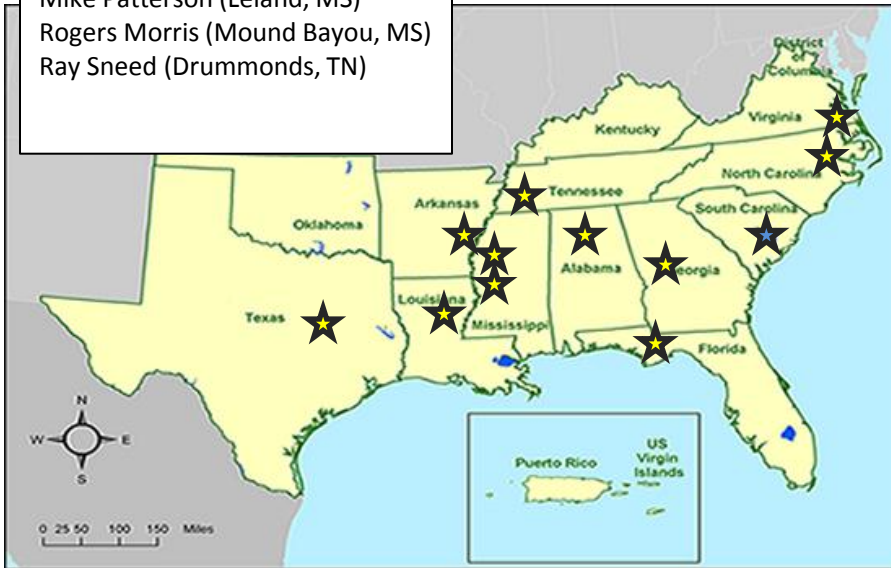
Sustaining Diversity in **Production Agriculture.**

www.nationalblackgrowerscouncil.com

- **Mission:** to improve the efficiency, productivity, and sustainability of Black row-crop farmers.
- **Composition:** **regular members** (primarily farmers), **sustaining members** (individual or organization that supports the NBGC mission).
- **Major Initiatives**
 - ✓ Serve as a conduit to key groups impacting agricultural policy (elected officials, USDA, University personnel, and the agricultural industry)
 - ✓ Focal areas include programs to
 - address historical inadequacies
 - Improve access to programs and technology
 - Restore trust

NBGC Board of Directors

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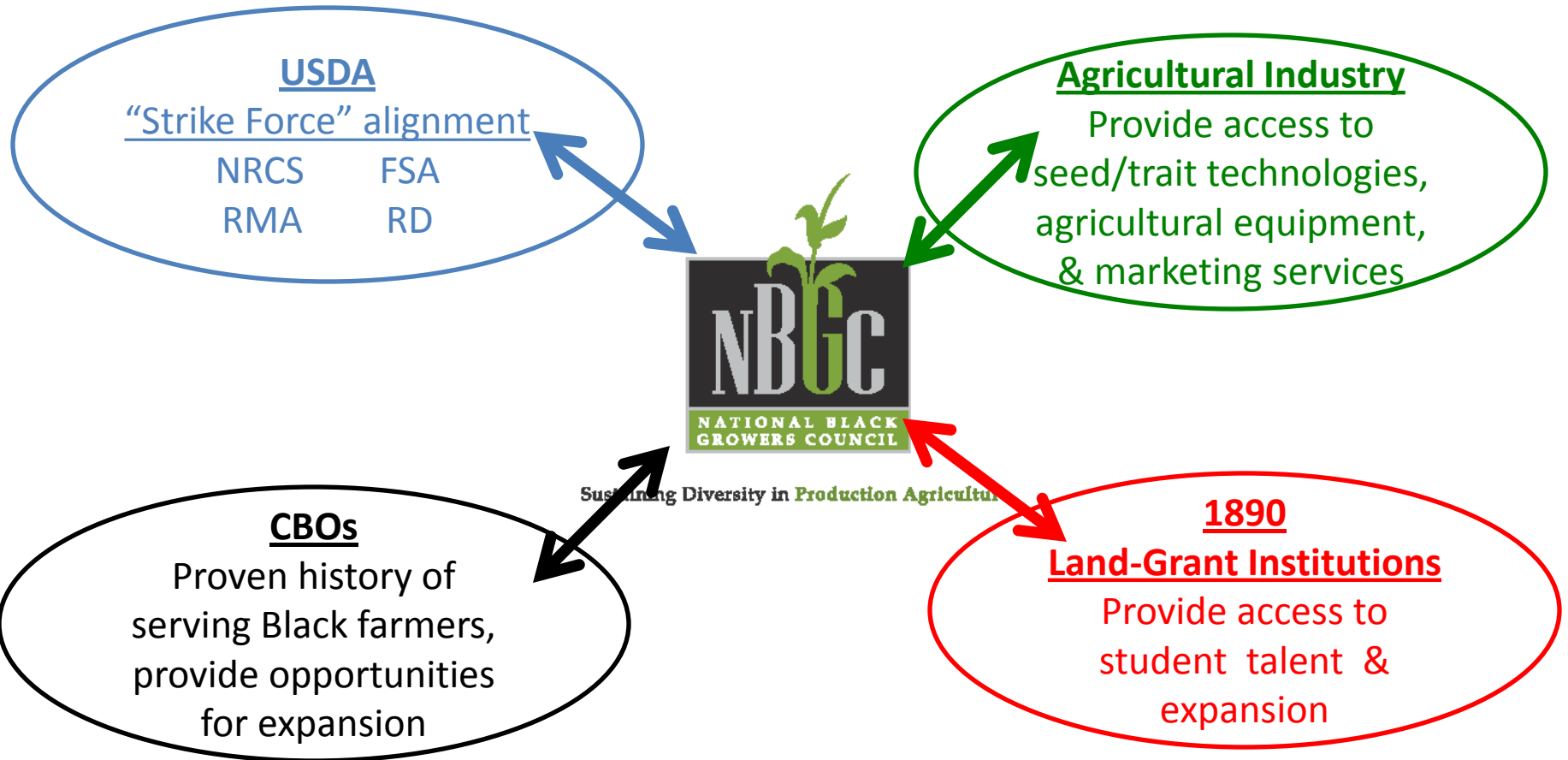
Sustaining Diversity in Production Agriculture.

“Model Farm” Initiative

- Goal: demonstrate the best that agriculture has to offer
 - USDA program utilization
 - Technology adoption
- Feature hands-on, repeatable adoption
- Partner with land-grant universities, community-based organizations (CBOs), and industry



NBGC Model Farm Structure and Operation



**Thankfully supported by the
USDA Office of Advocacy and Outreach!**

Model Farm highlights

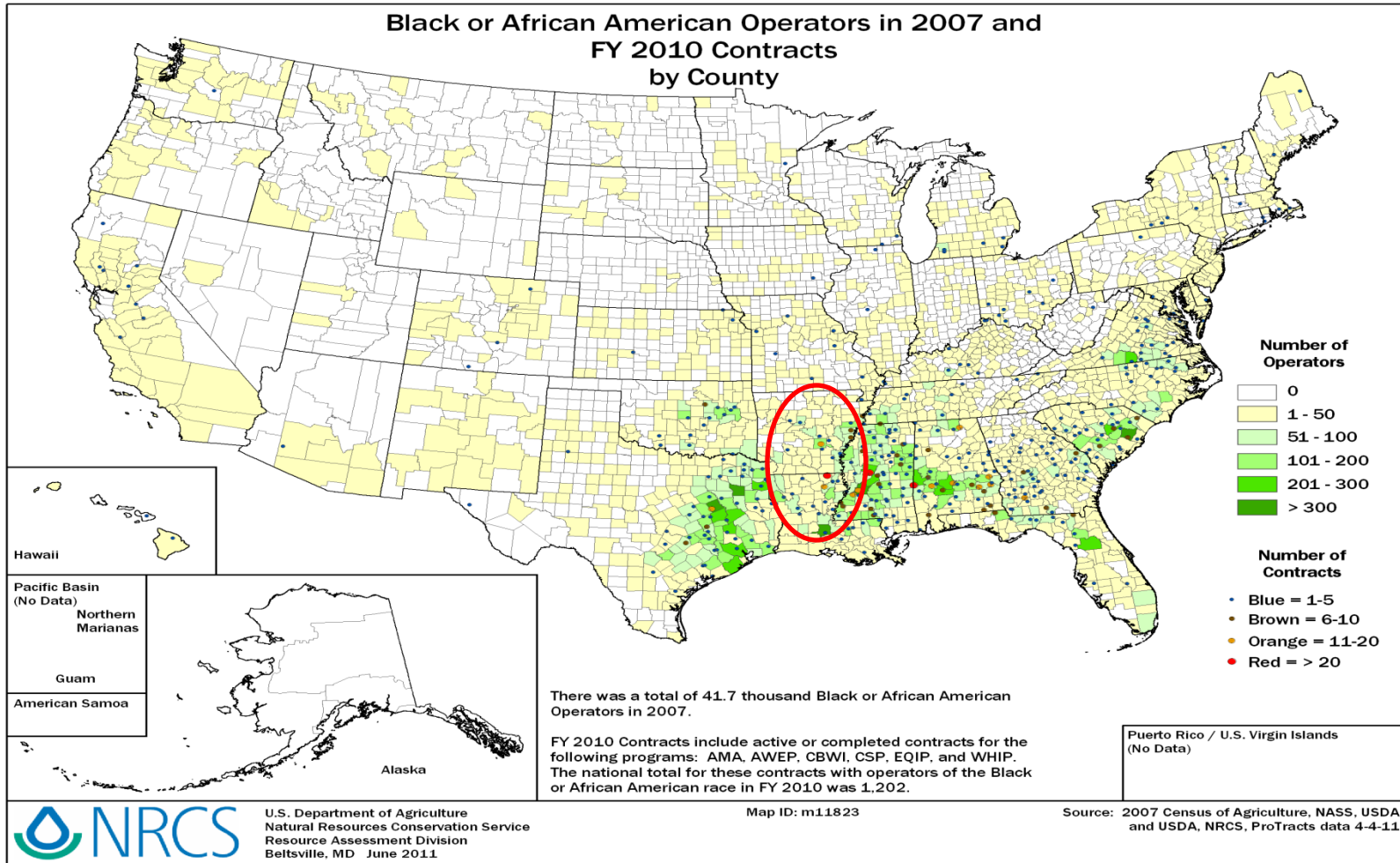
- Established initial 'train-the-trainer' site
 - Local, state, and federal USDA personnel
 - Reached over 250 individuals, 100 farmers
 - Program adoption increased
- Technologies featured
 - USDA programs (EQIP, CRP, WHIP, CSP, loan programs)
 - Seed/trait (RR2Y, LL, B2RF, VT3Pro, Herculex)
 - Machinery enhancements (Autosteer, SwathPro, Yield monitors, Variable rate technology)





Model Farm impact

Sustaining Diversity in Production Agriculture.



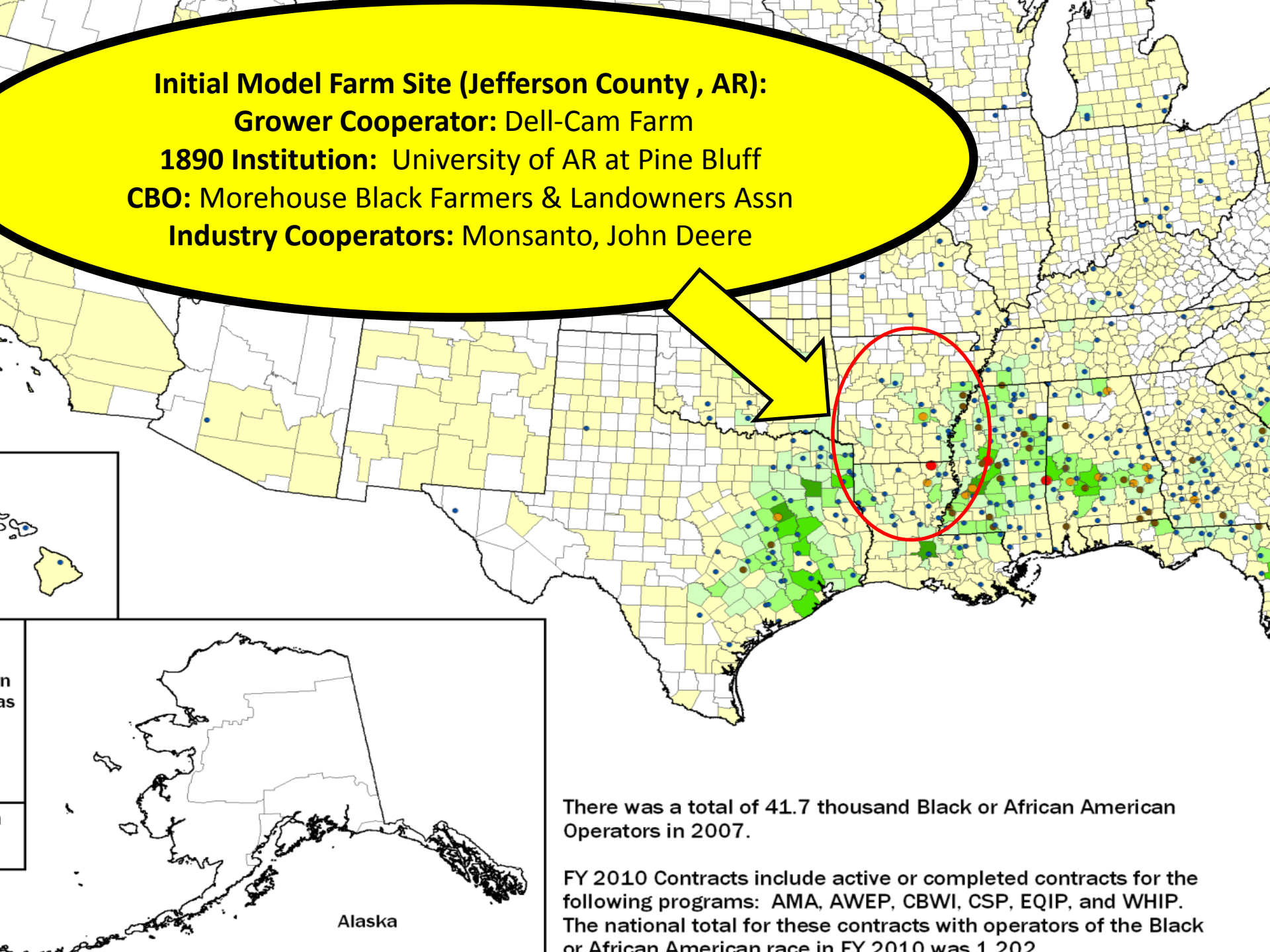
Initial Model Farm Site (Jefferson County , AR):

Grower Cooperator: Dell-Cam Farm

1890 Institution: University of AR at Pine Bluff

CBO: Morehouse Black Farmers & Landowners Assn

Industry Cooperators: Monsanto, John Deere



There was a total of 41.7 thousand Black or African American Operators in 2007.

FY 2010 Contracts include active or completed contracts for the following programs: AMA, AWEF, CBWI, CSP, EQIP, and WHIP. The national total for these contracts with operators of the Black or African American race in FY 2010 was 1,202

Model Farm Expansion Plans

- Locations
 - Maintain initial sites in AR/LA
 - Establish sites in MS, GA, NC, and AL
- Technologies
 - Increase seed & trait
 - Increase equipment improvements
 - Collaborate more with USDA
- Personnel
 - Establish apprenticeship program
 - Joint effort with industry and USDA



Summary: “There’s nothing wrong with U.S. agriculture that cannot be fixed with what’s right with U.S. agriculture”



Mission: Helping People Help the Land

Vision: Productive Lands—Healthy Environment



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 700 West Capitol Avenue
 Little Rock, AR 72204
 (501) 269-2147
alvin_peer@us.usda.gov
<http://www.ar.nrcs.usda.gov/>



NRCS meet with Lee Fauley about his irrigation well, submersible pump, and irrigation system he acquired through the Environmental Quality Incentives Program.

USDA United States Department of Agriculture
 Natural Resources Conservation Service

NRCS outreach at the Arkansas Land and Farm Development Corporation, Inc. in Fargo, Arkansas

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NRCS Natural Resources Conservation Service

Outreach Means...

NRCS Programs and Services Should be Reaching You.

