Supporting Organic and Transitioning Farmers through Organic Certification Cost-Share Programs and Conservation Efforts
HOW DOES USDA SUPPORT ORGANIC FARMS & BUSINESSES?

USDA helps farmers with organic certification guidance, biodiversity and natural resources conservation, financial and production assistance and marketing. Whether you’re already certified organic, considering transition, or working with organic producers, we have resources for you.

Visit: www.usda.gov/organic

CERTIFICATION + OVERSIGHT

Transitioning to Organic: NOP
Get Certified: NOP
Organic Certification Cost Share Assistance: FSA
Find an Organic Operation/Ingredient: NOP
Learn About USDA Organic: NOP

CONSERVATION RESOURCES

Conservation for Soil Health, Pest and Weed Management, and Pollinators: NRCS
Conservation Management and Practice Assistance: NRCS
Conservation Reserve Program: FSA
Climate Resources: USDA

DATA + RESEARCH

Statistical Surveys and Data: NASS
Commodity-Specific Production and Price Data: AMS, Market News
Research to Advance Organic Farming: USDA
Trade and Export Data Analysis: FAS

FARMING RESOURCES

Farm Loans: FSA
Crop Insurance: RMA
Business Loans and Grants for Rural Communities: RD
High Tunnels: NRCS
Farmers.gov Online Community: USDA

MARKET PROMOTION

Local Food, Farmers Market, and Market Access Programs: AMS
Local and Regional Food Sector: AMS
Urban, Indoor, and Emerging Ag Grant Programs: NIFA
What does the Farm Service Agency offer?

**Farm Programs**
- Disaster Assistance
- Conservation Programs
- Safety Net
- Risk Management

**Farm Loans**
- Ownership Loans
- Operating Loans
- Microloans
- Loan Guarantees

Interested Producers Should Reach out to their Local Service Center!
# New Hampshire Farm Service Agency Directory

<table>
<thead>
<tr>
<th>New Hampshire FSA State Office</th>
<th>Telephone: 603-224-7941 Fax: 1-855-428-0330</th>
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<tbody>
<tr>
<td>James C. Cleveland Federal Building</td>
<td>53 Pleasant Street, Room 1601 Concord, NH 03301-3958</td>
</tr>
<tr>
<td>Jeffrey Holmes, State Executive Director</td>
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<tr>
<td>Marilyn Milne, Executive Officer</td>
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<tr>
<td>Keith Farrell, District Director</td>
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<tr>
<td>Susan Stevens, Administrative Specialist</td>
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<tr>
<td>Malinda Maretto, Program Specialist</td>
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<tr>
<td>Andrea Ewe, Administrative Support Specialist</td>
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<tr>
<th>Cheshire-Sullivan County FSA Office</th>
<th>Telephone: 603-759-2970, extension 2 Fax: 1-855-428-0334</th>
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<tbody>
<tr>
<td>11 Industrial Park Drive</td>
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<tr>
<td>Walpole, NH 03608-4937</td>
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<tr>
<td>Michael Greene, County Executive Director</td>
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<tr>
<td>Keisli Lord, Program Technician</td>
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<tr>
<th>Coos-Carroll County FSA Office</th>
<th>Telephone: 603-788-4602, extension 2 Fax: 1-855-428-0334</th>
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<tbody>
<tr>
<td>4 Mayberry Lane</td>
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<tr>
<td>Lancaster, NH 03584-3618</td>
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<tr>
<td>Brandee Schmidt, County Executive Director</td>
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<tr>
<td>Paulette Couture, Program Technician</td>
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<tr>
<th>Grafton County FSA Office</th>
<th>Telephone: 603-353-4850, extension 2 Fax: 1-855-428-0334</th>
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<tbody>
<tr>
<td>19 Archetown Road, Suite 1</td>
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<tr>
<td>Orford, NH 03777-4260</td>
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<tr>
<td>Tara Hamlett, County Executive Director</td>
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<tr>
<td>Vacate, Program Technician</td>
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<tr>
<th>Merrimack-Belknap-Hillsborough County FSA Office</th>
<th>Telephone: 603-223-0003 Fax: 1-855-428-0327</th>
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<tbody>
<tr>
<td>The Concord Center, 10 Ferry St., Suite 212, Box 10</td>
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<tr>
<td>Concord, NH 03301-5061</td>
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<tr>
<td>Donna Juneau, County Executive Director</td>
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<tr>
<td>Emery Travers, Program Technician</td>
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<tr>
<td>Lynn Maynard, Program Technician</td>
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<tr>
<td>Vacate, Program Technician</td>
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**FARM LOAN TEAM**
- Rebecca Davis, Farm Loan Manager
- Monica Salton, Farm Loan Officer
- Kelly Weez, Farm Loan Officer
- Sandra Rouille, Farm Loan Program Technician

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<tr>
<th>Rockingham-Strafford County FSA Office</th>
<th>Telephone: 603-670-4656, extension 2 Fax: 1-655-429-0327</th>
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<tr>
<td>Knightly Plaza, 025 Calef Highway, Suite 203</td>
<td></td>
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<tr>
<td>Epping, NH 03042-1814</td>
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<tr>
<td>Kelsey Hamilton, County Executive Director</td>
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<tr>
<td>Derek Ladd, Program Technician</td>
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Producers can find their local Service Center at farmers.gov/service-locator

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**Location of USDA Farm Service Agency Service Centers in New Hampshire**

[Map image]
Today’s Discussion

- Organic Certification Cost Share Program (OCCSP)
- Organic Dairy Marketing Assistance Program (ODMAP)
Common Barriers to Organic Certification

Certification myths:
1. “I can’t afford organic certification.”
2. “I can’t handle the paperwork.”

Certification truths
1. Fees are often on a sliding scale
2. Recordkeeping is good farm management
3. FSA has programs to help producers cover the costs associated with organic certification
4. USDA Service Centers can help producers with their applications
Organic Incentives at FSA

In response to the needs of Organic Producers, FSA’s programs:

• Pay for a portion of costs associated with organic certification to support producers interested in farming organically

• Support organic dairy farmers who have been impacted by supply chain issues associated with COVID-19

• Provide Incentives to convert sensitive land into organic buffers and implement climate-resilient farming practices
Organic Certification Cost Share Program

Ongoing, annual, appropriated funds to reimburse producers for the costs associated with organic certification.
Overview of OCCSP

What: Provides Organic producers and handlers financial assistance to reduce the cost of organic certification.

Who: Reimburses producers and handlers for a portion of their paid certification costs.

How: Once eligible, cost share reimbursements for up to 75% of certification costs each year, not to exceed $750 per certification scopes or categories:

- Crops
- Wild Crops
- Livestock
- Handling (defined as selling, processing, or packaging)

USDA is an equal opportunity provider, employer, and lender.
Eligible Scopes

USDA organic certification scopes include:

- crops
- wild crops
- livestock
- processing/handling
- State organic program fees

Certified organic operations can receive cost share assistance for the scopes above only if they are listed on the organic certificate.
Application Process

Certified organic operations can apply for OCCSP at any FSA county office

State Agencies can apply to administer OCCSP:

- Participating State agencies will be posted on OCCSP's webpage (https://www.fsa.usda.gov/programs-and-services/occsp/index) once grant agreements are in place.
- State agencies may have a different application process than FSA; applicants should refer to their State agency's requirements and ensure they are using the correct application form.
- Both FSA and the State agency will accept applications and make payments in these states.
- Applicants cannot receive duplicate benefits from both FSA and a State agency.
Items to have Before Applying...

- Must have received their first certification and have incurred expenses related to the renewal of certification.
How to Apply

Application Deadline is October 31, 2023 for expenses paid from October 1, 2022 through September 30, 2023

More info and the FSA OCCSP application form is available at the FSA Organic Program webpage.

Producers can find their local Service Center at farmers.gov/service-locator

USDA is an equal opportunity provider, employer, and lender.
Don’t Delay- Apply Today!
OCCSP Funds are limited, and applications are paid on a first come-first serve basis. Applications received after all funds are obligated will not be paid.

State applications may differ: Contact your local state department of Agriculture for more details about state deadlines

More info and the FSA OCCSP application form is available at the FSA Organic Program webpage.
Organic Dairy Marketing Assistance Program (ODMAP)
ODMAP Highlights

• Provides marketing assistance funding to eligible organic dairy operations that produce milk from dairy cows, dairy goats and dairy sheep.

• Is a one-time program with 2 planned payments that are based on a cost share of marketing costs on the pounds of organic milk marketed for the 2022 calendar year.

• New, transitioned, or expanded dairy operations may request payments based on 2023 estimated milk production

• 5-million-pound production limit
Organic Dairy Operation Background

- Approximately 2500 organic dairy operations are located across all regions in the United States
- In general, organic dairy operations are relatively small
- Many are grass based dairy operations
- Some are direct market dairy operations
- Historically, organic dairy producers have had limited participation in FSA programs
Applying for ODMAP

• Sign-up began May 24, 2023, and will end on July 26, 2023

• Dairy operations will certify to 2022 milk marketings and to any documentation filed with or in support of the application
ODMAP Payments

ODMAP will be a 2 payment program.

The 1st ODMAP payment is calculated by the following items:

• Pounds of milk marketed converted to cwt in 2022 (new, transitioning, or expanding dairy operations will be estimated 2023 production)
• $1.10 per hundredweight payment rate
• 75 percent factor
• If funding is available at the conclusion of ODMAP signup, a second payment of up to 25 percent may be issued subject to the continued need and available funding
Helpful Links


- **Farm Service Agency:**
  - **Organic Marketing Dairy Assistance Program**

  ODMAP complements other assistance available to dairy producers, including Dairy Margin Coverage (DMC) and Supplemental DMC, with more than $300 million in benefits paid for the 2023 program year to date. Learn more on the [FSA Dairy Programs webpage](https://www.fsa.usda.gov/programs-and-services/occsp/index).

- **USDA Organic | USDA:** [https://www.usda.gov/topics/organic](https://www.usda.gov/topics/organic)
QUESTIONS?
Contact: Andrea Bye
Andrea.bye@usda.gov