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I would like to submit a request to speak during the virtual meeting of the Fruit and Vegetable Industry Advisory meeting. If that's not possible I would like to submit my written request below.

Thank you so much for your help.

Andrea DeJesus
Owner/Operator A & H Farm
Manhattan, KS 66502
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My name is Andrea DeJesus and I'm a small producer in Manhattan, KS. I grew up growing fruits and vegetables and now have my own farm. I grow fruits & vegetables, row crops, livestock and do agritourism. I have participated in the NAP crop insurance program for many years. Since 2015 the program has changed and our state will no longer make payments if we have a loss on our fruits and vegetables since we are direct to consumer vs wholesale. They have determined that direct to consumer sales which include CSA's, farmers market sales, U-pick operations etc. can't provide verifiable or reliable records, therefore payments can't be made on your losses. I have provided credit card sales summaries, statements from customers, production records, bank statements showing deposits, sales summaries from farmers markets showing EBT/SNAP income, production records, tax returns and more, but FSA won't accept these as reliable records. I have operated a CSA for over 10 years now. My members purchase into the farm before the season even starts and then we provide them with produce each week. I have receipts, credit card statements and even signed invoices from my CSA members, but our FSA office won't accept them as verifiable or reliable records to support our production records. What my CSA members get in their weekly box changes every week and it can be different for each member. I have production records showing how much we picked, but our FSA office won't accept those. I have even requested an FSA member come out and perform an appraisal on my crops to determine my production (Pre-harvest appraisal). Previously this was acceptable, but now Kansas won't provide this service for fruits and vegetables. I've been told by my state FSA office that I will never be eligible for crop insurance payments on any losses that I have since I do direct to consumer sales. I feel small farmers who do direct to consumer sales in unique formats are being penalized. I do u-pick and I have customers sign a statement on how much they picked, but that's not acceptable. While my losses may be small dollars relative to a big grower they are still losses and I should be paid for them when I have them. USDA on a national level seems to push farmers markets and direct consumer sales, but FSA doesn't allow for these unique methods of sales in the handbooks. I understand we are different and we are small, but we are still important. Not only do I have my own farm, but I am also President of our farmers market with over 100 vendors. Currently when speciality crop growers ask for guidance on crop insurance I have to recommend that they don't use FSA. It's unfortunate that there is a national program that is

designed for specialty crop growers like us, but it doesn't function for direct to consumer growers.

Thank you for your time.