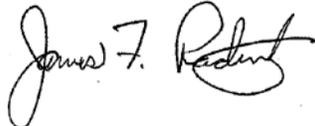


For: State Offices

FLP Goal Evaluation Methodology

Approved by: Acting Deputy Administrator, Farm Loan Programs



1 Overview

A Background

FLP goals:

- are an important component of overall program management
- set priorities and provide direction for program implementation
- directly contribute to the accomplishment of broader strategic goals contained in the FSA and USDA strategic plans.

Establishing measurable long-term and annual goals, monitoring performance on an ongoing basis, and reporting results achieved, provides FLP a level of credibility that does not exist in many Federal programs. In this era of limited budgetary resources, the ability to demonstrate program performance will likely carry greater weight in funding decisions.

It is also recognized that the budget constraints that limit staffing and administrative funding, negatively affect the ability to meet FLP goals. In response, the goal evaluation methodology developed and implemented in FY 2012 is being continued.

B Purpose

This notice provides the methodology that will be used to evaluate FLP performance.

Note: This notice does not change the FY 2012-2016 FLP goals that were distributed by DAFLP memorandum on December 22, 2011.

C Contact

If there are questions about this notice, contact Ken Hill, LMD, at kenneth.hill@wdc.usda.gov.

Disposal Date	Distribution
November 1, 2013	State Offices

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2 Evaluation Methodology

A Overview

The goal evaluation methodology consists of 2 components as follows:

- a point value is assigned for accomplishment of each goal (subparagraph B)
- additional points may be earned based on 2 indicators (subparagraph C).

If an aggregate score of 80 or greater is achieved, goals are considered met.

B Point Values for Goals

A point value is assigned for accomplishment of each of the eight FLP goals. Special emphasis is being placed on the goals, “lending to SDA farmers” and “primary loan servicing processing time”. As such, accomplishment of those goals is worth 20 points each; all other goals are worth 10 points each.

Goal	Point Value
Direct loan delinquency rate.	10
Direct loan processing time.	10
First year delinquency rate.	10
Guaranteed loan delinquency rate.	10
Guaranteed loan processing time.	10
Lending to beginning farmers.	10
Lending to SDA farmers.	20
Primary loan servicing processing time.	20
Total	100

C Additional Points for Workload

An additional 10 points will be added to a State’s total if either of the following is met:

- the number of borrowers in the portfolio per County Office GS-1165 employee exceeds the national average by 20 percent (baseline: 20 percent above FY 2009-11 National Average = 101 borrowers)
- loan obligations (\$) per County Office GS-1165 employee in a given year exceed the national average by 20 percent (baseline: 20 percent above FY 2009-11 National Average = \$4,658,203).

Example: A State meets 5 of 8 goals for a total of 70 points. However, because the State has 115 borrowers per County Office GS-1165 employee, exceeding the baseline for that indicator, the State receives an additional 10 points; the goals are now considered met.

Note: The employee numbers that will be used in calculations for FY 2013 were provided by DAFO and are included in Exhibit 1.

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2 Evaluation Methodology (Continued)

D State Office Action

State Offices should develop area-specific goals when possible and apply the methodology described in subparagraphs B and C for evaluating performance.

Examples: If a particular area within a State has a better opportunity to make loans to SDA and/or beginning farmers, the area's target should be higher for those goals.

Similarly, another area's direct loan processing time goal may be adjusted based on accomplishments on this goal.

County Office GS-1165 Employees

The following table provides the number of County Office GS-1165 employees, by State.

State	County Office GS-1165 Employees	State	County Office GS-1165 Employees
Alabama	18	Nebraska	46
Alaska <u>1/</u>	2	Nevada	3
Arizona	7	New Hampshire	3
Arkansas	37	New Jersey	4
California	27	New Mexico	11
Colorado	9	New York	28
Connecticut	2	North Carolina	28
Delaware	1	North Dakota	36
Florida	13	Ohio	25
Georgia	25	Oklahoma	43
Guam	1	Oregon	16
Hawaii	6	Pennsylvania	32
Idaho	22	Puerto Rico	17
Illinois	35	Rhode Island	1
Indiana	22	South Carolina	16
Iowa	56	South Dakota	49
Kansas	40	Tennessee	29
Kentucky	42	Texas	61
Louisiana	33	Utah	18
Maine	9	Vermont	12
Maryland	5	Virgin Islands <u>2/</u>	1
Massachusetts	7	Virginia	22
Michigan	21	Washington	13
Minnesota	53	West Virginia	13
Mississippi	32	Wisconsin	37
Missouri	42	Wyoming	8
Montana	20	Total	1,159

1/ Two CED's are responsible for FLP in Alaska.

2/ One FLM in Florida is responsible for FLP in the Virgin Islands.