

TSP Update: *Industrial Viewpoint*

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An Update

- **What is the TSP program**
- **Wisconsin TSP status**
- **Challenges**
- **Opportunities**
- **Anticipated Future**

The Purpose of TSPs

- **Key provision of the 2002 Farm Bill**
 - Allow us to provide more resources for technical assistance
 - Private and nonprofit sectors
 - State and local government
 - Help farmers and ranchers reach their conservation goals.

Purpose of TSPs

“The 2002 Farm Bill is simply too big for NRCS and its traditional partners to implement without help.”

Bruce Knight, NRCS Chief

Producers will have a choice

- **NRCS**
- **TSP certified by NRCS**

What do you think about TSP?

- “We quit using that 5 years ago.”
- “I’m waiting until the dust settles.”
- “It just won’t work.”
- “Who cares?”
- “They’ll just change it again.”
- “It will change the way we do business.”

The value of being a TSP

- Up to the individual or company



Opportunities

- **Service income**
- **Involvement in new market**
- **Maintain role with existing customers**
- **Other programs using TSPs**

Challenges

- Where's the opportunities?
- What service income?
- Not-To-Exceed Limits
- FedBizOpps.gov
- Continuing Resolutions....
- Liability
- Changes in CSP Rule

F e d B i z O p p s

Federal Business Opportunities

Conservation Security Program

“Reward the best and
motivate the rest.”

Changes to CSP

- Unfortunate at best
- Entitlement Program with a Budget Cap



Entitlement Program???

A **federal program** that **guarantees** a certain level of benefits to persons or other entities who meet requirements set by law, such as Social Security, farm price supports, or unemployment benefits. It thus **leaves no discretion with Congress on how much money to appropriate.**



Changes to CSP

- Unfortunate at best
- Entitlement Program with a Budget Cap
- Conduct periodic CSP sign-ups
- **Will fall significantly short of expectations**

Advise to Retailers

- Register as individual TSP
- Register as TSP entity
- Grow relationship with local NRCS and SWCD staff
- Stay current on state NMP issues
- Get (or stay) involved with local watershed groups

What is coming

- Gulf hypoxia issues
- TMDLs
- BMP insurance
- Carbon credit trading
- Nutrient Mgt. Plans
- Pest Mgt. Plans
- Conservation Plans
- The Next Farm Bill
- EQIP Funding
- Watershed Programs
- Nuisance Lawsuits?

Plan and Prepare...

“If you want to succeed you must make your own opportunities as you go.”

“Success happens when preparation meets opportunity.”