



State of Wisconsin
Governor Scott Walker

Department of Agriculture, Trade and Consumer Protection

Ben Brancel, Secretary

DATE: May 11, 2017

TO: Board of Agriculture, Trade and Consumer Protection

FROM: Ben Brancel, Secretary *Ben Brancel*
Frank Frassetto, Administrator – Division of Trade and Consumer Protection *[Signature]*

SUBJECT: ATCP 99 - Grain Dealers and Warehouse Keepers; ATCP 100 - Milk Contractors; and ATCP 101 - Vegetable Contractors (Hearing Draft)

PRESENTED BY: Jeremy McPherson and staff

REQUESTED ACTION:

At the May 25, 2017, Board meeting, the Department of Agriculture, Trade and Consumer Protection (“Department”) will ask the Board to authorize public hearings on proposed rule changes (copy attached) related to grain dealers and warehouse keepers, milk contractors, and vegetable contractors. These suggested rule changes resulted from a recent programmatic review and actuarial study.

SUMMARY:

Background

The Agricultural Producer Security Fund (“Fund”), established by Wis. Stat. § 25.463 and administered by the Department as a public trust, has been reduced by about 50% due to recent defaults and the balance attributed to vegetable contractors is currently well below its minimum statutory threshold. Milk contractors, grain dealers, grain warehouse keepers, and vegetable contractors (collectively known as “contractors”) must purchase a license to obtain milk, grain, and vegetables, respectively, from producers, and most contractors are required to contribute to the Fund annually. Funds are used to settle claims by producers in the event that a contractor defaults on a payment. Funds from each industry are accounted for separately and then deposited into the overall Fund. Wis. Stat. § ch. 126 establishes detailed fund assessment requirements, except that it requires the Department to establish milk contractor fund assessments by rule. Wis. Stat. § ch. 126.88 (1) sets minimum and maximum fund balances for each industry as well as a minimum and maximum balance requirement for the overall Fund.

Generally, assessment rates are calculated using a complex formula that is based on the contractor’s current ratio and debt-to-equity ratio. The assessment rate is higher for contractors with weaker financial positions. The assessment rate for contractors that are not required to file a financial statement is a fixed rate based on the number of years the contractor contributed to the Fund. The Department calculates the annual assessment at the beginning of each license year.

In 2014, a default by Allens Inc. caused the Fund to pay vegetable producers more than \$6 million. The resultant impact of this default is that the Fund balance attributed to vegetable contractors fell well below the

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minimum statutory threshold of \$800,000. The following year, a \$1 million default in the milk industry further drew down the Fund balance. As a result, the Department and the Agricultural Producer Security Council (“Council”), as defined in Wis. Stat. § 15.137 (1), identified the need to evaluate the entire program. An actuarial study was conducted to, in part, examine the overall sustainability of the Fund and analyze the equitability of assessments contributed by each industry relative to anticipated losses. The Department adopted interim emergency rules as stopgap measures while it awaited the results. In December 2015, the Department received the study and began working with the Council to develop recommendations for permanent changes to the Agricultural Producer Security program.

The Department is statutorily required to initiate rulemaking to modify vegetable contractor assessments as a result of its portion of the Fund balance being below its statutory threshold. Therefore, without a significant increase, the vegetable contractor portion of the Fund balance will remain negative for the foreseeable future.

Wis. Stat. ch. 126 establishes a maximum balance for grain dealers. Without this change in policy, the Department anticipates the grain dealer balance will exceed that maximum balance in the near future.

Additionally, the actuarial study indicated that, while the overall Fund was sustainable long-term, adjustments may be needed to assessments or individual Fund balance thresholds to provide more equity across all industry segments.

The Department must take some action to meet its statutory obligation with regard to the Fund balance attributable to vegetable contractors and grain dealers. A permanent solution must be reached or the Fund will not be able to meet its statutory obligation of default protection as dictated by Wis. Stat. ch. 126.

Rule Content

This proposed rule does all of the following:

- Creates an automatic reduction in the Fund assessments paid by grain dealers when the grain dealer portion of the Fund exceeds the statutory maximum.
- Reduces assessments paid by milk contractors by 20 percent by adding a multiplier.
- Increases the Fund assessment paid by vegetable contractors.
- Restores the Fund to meet its statutory obligation.

Fiscal Impact

ATCP 99 - Grain

The proposed rule implements a reduction in assessments from approximately \$974,000 to \$256,000 whenever the grain dealer portion exceeds the \$6 million statutory maximum. This rule amends Wis. Admin. Code ATCP 99.126 (2) and repeals and recreates Wis. Admin. Code ATCP 99.126 (3) to include an automatic reduction in

the rate applied to grain dealers whenever the grain dealer portion of the Fund exceeds the \$6 million statutory maximum.

Fund mechanisms do not change. In terms of revenues, the Department expects to receive \$718,000 less due to the proposed rule change. Since the collection procedure itself does not change, the Department does not foresee any changes in compliance or implementation costs.

ATCP 100 - Milk

The proposed rule change adds the multiplier, 0.8, to Wis. Admin. Code ATCP 100.135 (1). This would result in a reduction of the projected assessments for 2017-18 from \$1,095,000 to \$859,000. The actuarial study projected growth in the milk portion of the Fund of \$373,000 per year over the next ten years. Using the multiplier results in a \$236,000 assessment reduction and reduces that pace of growth to \$137,000 per year. Effectively, this slows the growth of the milk producers' portion of the Fund. Since the Department already collects assessments, no change in compliance or implementation costs should occur under changes proposed to the rule.

ATCP 101 - Vegetable

Contributing vegetable contractors will be affected by paying higher fund assessments. Vegetable contractors who purchase potatoes for processing and have opted out of contributing to the Fund would not be affected because vegetable contractor assessments are being increased to replace money paid as a result of a large vegetable contractor default, the higher Fund balance that results from this increase will affect all producers in Wisconsin by making more money available for future defaults.

The proposed rule amends Wis. Admin. Code ATCP 101.245 to implement three changes: (1) add an assessment of 0.2% multiplied by contract obligations, net of waiver, with a \$50,000 cap; (2) sunset after the vegetable portion of the Fund reaches the statutory minimum of \$800,000 under Wis. Stat. § 126.88 (1) (e); and (3) reduce the assessment by 50% for any vegetable contractor, if all contracts with producers have 30-day payment terms.

This would result in assessments of about \$254,000 annually if all contracts payment terms were beyond 30 days. Since DATCP already collects assessments, no change in compliance or implementation costs should occur under any changes proposed to the rule.

A complete *fiscal estimate* is attached.

Business Impact

This rule will have a positive impact on grain dealers by reducing fund assessments under Wis. Admin. Code ATCP 99.126 (2) and (3) if the grain dealer portion of the producer security fund balance exceeds its statutory maximum.

This rule will have a positive impact on milk contractors by reducing their assessments by 20 percent. The Fund will continue to grow, but at a slower pace, thus ensuring that they pay a more fair share of the cost of the program.

This rule will increase vegetable contractor fund assessments by 0.2% of their contract obligations to producers. By spreading the increase to achieve the statutory minimum over 18 years, this should have a minimal impact on the vegetable contractors over any one year.

A complete *business impact analysis* is described in more detail within the Regulatory Flexibility Analysis form.

Environmental Impact

This rule will not have any environmental impact.

Federal and Surrounding State Programs

Federal Programs

ATCP 99 - Grain

The United States Warehouse Act is a voluntary regulatory program administered by Farm Service Agency (“FSA”), a unit within USDA. Under the Act, warehouse keepers who obtain a warehouse license must comply with several FSA regulations. Generally, the warehouse keeper must maintain enough grain in inventory to cover 100% of depositor obligations at all times. Further, FSA licensed warehouse keepers must submit financial statements, submit to inspections by USDA auditors, and post surety bonds. In the event a warehouse defaults, FSA can convert the bonds to cash and disperse the proceeds to depositors. The federal grain warehouse license is officially a voluntary program; in practice, it is not completely voluntary. Every state that has significant grain production (including Wisconsin) has some type of state grain warehousing law. These laws require grain warehouse keepers to obtain a license but allow them to choose either a state license or a federal license. Those that choose a federal license are exempt from the state licensing program.

ATCP 100 - Milk

No federal programs currently exist that offer milk producer security from contractor payment defaults.

ATCP 101 - Vegetable

The Perishable Agricultural Commodities Act (“PACA”) is a federal program that provides some protections for vegetables. This program consists of a priority lien against vegetable-related assets and is applicable to fresh vegetables based on a complex set of variables and circumstances. Wisconsin’s vegetable security

program applies only to processing vegetables. Wisconsin's program uses an indemnity fund, rather than a priority lien-type program.

There may be some limited overlap between the Wisconsin and federal programs, but that overlap is justified because the scope of federal coverage is not entirely clear. Overlap was reduced by Wisconsin legislation, which permits certain potato buyers covered under the federal program to opt out of most of the state program.

Surrounding State Programs

ATCP 99 - Grain

Like all states with a significant grain industry, Minnesota, Michigan, Illinois, Indiana, and Iowa all require persons who buy grain from producers to obtain a grain dealer license and all persons who store grain for others are required to obtain either a state or federal grain warehouse license. Licensees must file financial statements with the state, and warehouses must maintain 100% of depositor-owned grain in inventory at all times.

Minnesota requires grain dealers and grain warehouse keepers to post bonds with the state. Indiana, Illinois, and Iowa all have a state indemnity fund that is made up of grain dealer and warehouse assessments. Michigan (like Wisconsin) has a combination of bonds and indemnity fund contributions.

ATCP 100 - Milk

Minnesota requires any wholesale dealer or food processor who contracts with other Minnesota dealers or farmers of milk, cream, or products made from milk or cream, to be licensed as a Wholesale Produce Dealer. Dealers are required to obtain a surety bond and required to maintain trust assets so that assets are freely available to satisfy outstanding obligations. There is no exemption to this requirement.

Michigan requires producer security for all manufacturing and Grade A dairy plants that are a first receiving point for raw milk that will be processed at that facility. Security can be in one or more of several forms including bond, letter of credit, certificate of deposit, or pre-payment. There is no exemption to this requirement.

Illinois, Indiana, and Iowa do not require dairy producer security.

ATCP 101 - Vegetable

Minnesota requires any wholesale dealer or food processor who contracts with other Minnesota dealers for fresh fruits or vegetables to be licensed as a Wholesale Produce Dealer. Dealers are required to obtain a surety bond and required to maintain trust assets so that assets are freely available to satisfy outstanding obligations. dealer defaults.

Illinois, Iowa, Michigan, and Indiana lack similar programs.

Next Steps

If the Board authorizes public hearings on this rule, the Department will refer a copy of the proposed rule to the Legislative Council Rules Clearinghouse and publish a hearing notice in the Wisconsin Administrative Register. The Department will hold public hearings on the dates and at the locations specified in the hearing notice. The hearing dates and locations have not yet been finalized.

Following the public hearings, the Department will prepare the final draft rule for the Board's consideration, which will then be transmitted to the Governor for his written approval. If the Governor approves the final draft rule, the Department will transmit that final draft rule to the Legislature for review by appropriate legislative committees. If the Legislature takes no action to stop the rule, the Secretary will sign the final rulemaking order and transmit it for publication.

DATCP Docket No. 16-R-06
Rules Clearinghouse No.

Hearing Draft Rule
April 25, 2017

**PROPOSED ORDER
OF THE WISCONSIN DEPARTMENT OF AGRICULTURE,
TRADE AND CONSUMER PROTECTION
ADOPTING RULES**

The Wisconsin department of agriculture, trade and consumer protection proposes the following rule *to amend* ch. ATCP 99.126 (2), ATCP 100.135, and ATCP 101.245; and *to repeal and recreate* ch. ATCP 99.126 (3); *relating to* grain dealers and grain warehouse keepers; milk contractors; and vegetable contractors.

**Analysis Prepared by the Department
of Agriculture, Trade and Consumer Protection**

This proposed rule would modify Wis. Admin. Code ATCP 101 to increase vegetable contractor assessments, as required by statute, to address the portion of the Agricultural Producer Security Fund ("Fund") that is currently below its minimum threshold. This proposed rule will also amend portions of Wis. Admin. Code ATCP 99 and 100, based on findings from a recent actuarial study of the Fund and discussions with the Agricultural Producer Security Council ("Council").

Statutes Interpreted

Statutes Interpreted: Wis. Stats. §§ 25.463, 126.15 (1) and (6), 126.46 (1), and 126.88 (2) (a).

Statutory Authority

Statutory Authority: Wis. Stats. §§ 25.463, 93.07(1), and 126.81 (1) (a).

Explanation of Statutory Authority

Wis. Stat. § 25.463 creates the Wisconsin Agricultural Producer Security Trust Fund.

Wis. Stat. § 93.07 (1) directs the Department to make such regulations as are necessary for the discharge of all the powers and duties of the Department.

Wis. Stat. § 126.46 (1) directs the Department to specify by rule annual fund assessments for milk contractors.

Wis. Stat. § 126.81 (1) (a) allows the Department to promulgate rules to interpret and implement Wis. Stat. § 126.

Wis. Stat. § 126.88 (2) (a) directs the Department to promulgate a rule modifying assessments when the fund balance or a portion of the fund balance falls below the minimum amounts or rises above the maximum amounts required under Wis. Stat. § 126.88 (1) (a) through (e).

Related Statutes and Rules

Wis. Stat. § 15.137 (1) defines the membership of the Council, who advise the Department on the Fund and other producer security matters.

Plain Language Analysis

Background

The Fund, established by Wis. Stat. § 25.463, is a public trust administered by the Department. Milk contractors, grain dealers, grain warehouse keepers, and vegetable contractors (collectively known as contractors) must purchase a license to obtain milk, grain, and vegetables, respectively, from producers, and most contractors are required to contribute to the Fund annually. Funds are used to settle claims by producers in the event that a contractor defaults on a payment. Funds from each industry are accounted for separately and then deposited into the overall fund. Wis. Stat. Chapter 126 establishes detailed fund assessment requirements, except that it requires the Department to establish milk contractor fund assessments by rule. Wis. Stat. § 126.88 (1) sets minimum and maximum fund balances for each industry, as well as a minimum and maximum balance requirement for the overall fund.

Generally, assessment rates are calculated using a complex formula that is based on the contractor's current ratio and debt-to-equity ratio. The assessment rate is higher for contractors with weaker financial positions. The assessment rate for contractors that are not required to file a financial statement is a fixed rate based on the number of years the contractor contributed to the Fund. The Department calculates the annual assessment at the beginning of each license year.

Under current law, license fees must be paid to obtain a license. Whereas assessment rates are partially based on the amount of risk a given licensee poses, license fees are based simply on the overall purchases (or storage capacity) of the licensee.

In 2014, a default by Allens Inc., caused the Fund to pay vegetable producers more than \$6 million. The resultant impact of this default is that the Fund balance attributed to vegetable contractors fell well below the minimum statutory threshold of \$800,000. The following year, a \$1 million default in the milk industry further drew down the Fund balance. As a result, the Department and the Council identified the need to evaluate the entire agricultural producer

security program. An actuarial study was conducted to, in part, examine the overall sustainability of the Fund and analyze the equitability of assessments contributed by each industry relative to anticipated losses. The Department adopted a number of interim emergency rules as stopgap measures while it awaited the results of an actuarial study to consider possible permanent rule changes. In December 2015, the Department received the study and began working with the Council to develop recommendations for permanent changes to the agricultural producer security program.

Proposed Action. The Department is statutorily required to initiate rulemaking to modify vegetable contractor assessments as a result of its portion of the Fund balance being below its statutory threshold. Therefore, without a significant increase, the vegetable contractor portion of the Fund balance will remain negative for the foreseeable future.

Wis. Stat. § ch. 126 establishes a maximum balance for grain dealers. Without this proposed change, the Department anticipates the grain dealer balance will exceed that maximum balance in the near future.

Additionally, the actuarial study indicated that, while the overall Fund was sustainable long-term, adjustments may be needed to assessments or individual Fund balance thresholds to provide more equity across all industry segments.

Alternatives. The Department must take some action to meet its statutory obligation with regard to the Fund balance attributable to vegetable contractors and grain dealers. A permanent solution must be reached or the Fund will not be able to meet its statutory obligation of default protection as dictated by Wis. Stat. § ch. 126.

While awaiting the results of the actuarial study, the Department issued emergency rules for all three affected industries. The final one will lapse in February 2018. Due to the length of an administrative rule process, the Department may yet seek emergency rules in the interim.

Rule Content

General

This proposed rule does all of the following:

- Creates an automatic reduction in the Fund assessments paid by grain dealers when the grain dealer portion of the Fund exceeds the statutory maximum.
- Reduces assessments paid by milk contractors by 20 percent by adding a multiplier.
- Increases the Fund assessment paid by vegetable contractors.
- Restores the Fund to meet its statutory obligation.

Summary of, and Comparison with, Existing or Proposed Federal Statutes and Regulations

ATCP 99 - Grain

The United States Warehouse Act is a voluntary regulatory program administered by Farm Service Agency (“FSA”), a unit within USDA. Under the Act, warehouse keepers who obtain a warehouse license must comply with several FSA regulations. Generally, the warehouse keeper must maintain enough grain in inventory to cover 100% of depositor obligations at all times. Further, FSA licensed warehouse keepers must submit financial statements, submit to inspections by USDA auditors, and post surety bonds. In the event a warehouse defaults, FSA can convert the bonds to cash and disperse the proceeds to depositors. The federal grain warehouse license is officially a voluntary program; in practice, it is not completely voluntary. Every state that has significant grain production (including Wisconsin) has some type of state grain warehousing law. These laws require grain warehouse keepers to obtain a license but allow them to choose either a state license or a federal license. Those that choose a federal license are exempt from the state licensing program.

ATCP 100 - Milk

No federal programs currently exist that offer milk producer security from contractor payment defaults.

ATCP 101 - Vegetable

The Perishable Agricultural Commodities Act (“PACA”) is a federal program that provides some protections for vegetables. This program consists of a priority lien against vegetable-related assets and is applicable to fresh vegetables based on a complex set of variables and circumstances. Wisconsin’s vegetable security program applies only to processing vegetables. Wisconsin’s program uses an indemnity fund, rather than a priority lien-type program. There may be some limited overlap between the Wisconsin and federal programs, but that overlap is justified because the scope of federal coverage is not entirely clear. Overlap was reduced by Wisconsin legislation, which permits certain potato buyers covered under the federal program to opt out of most of the state program.

Comparison with Rules in Adjacent States

ATCP 99 - Grain

Like all states with a significant grain industry, Minnesota, Michigan, Illinois, Indiana, and Iowa all require persons who buy grain from producers to obtain a grain dealer license, and all persons who store grain for others are required to obtain either a state or federal grain warehouse license. Licensees must file financial statements with the state, and the warehouses must maintain 100% of depositor-owned grain in inventory at all times.

Minnesota requires grain dealers and grain warehouse keepers to post bonds with the state. Indiana, Illinois, and Iowa all have a state indemnity fund that is made up of grain dealer and

warehouse assessments. Michigan (like Wisconsin) has a combination of bonds and indemnity fund contributions.

ATCP 100 - Milk

Minnesota requires any wholesale dealer or food processor who contracts with other Minnesota dealers or farmers of milk, cream, or products made from milk or cream, to be licensed as a Wholesale Produce Dealer. Dealers are required to obtain a surety bond and required to maintain trust assets so that assets are freely available to satisfy outstanding obligations. There is no exemption to this requirement.

Michigan requires producer security for all manufacturing and Grade A dairy plants that are a first receiving point for raw milk that will be processed at that facility. Security can be in one or more of several forms including bond, letter of credit, certificate of deposit, or pre-payment. There is no exemption to this requirement.

Illinois, Indiana, and Iowa do not require dairy producer security.

ATCP 101 - Vegetable

Minnesota requires any wholesale dealer or food processor who contracts with other Minnesota dealers for fresh fruits or vegetables to be licensed as a Wholesale Produce Dealer. Dealers are required to obtain a surety bond and required to maintain trust assets so that assets are freely available to satisfy outstanding obligations.

Illinois, Iowa, Michigan, and Indiana lack similar programs.

Summary of Factual Data and Analytical Methodologies

As a result of a large default, the Department and the Council identified the need to evaluate the entire agricultural producer security program. An actuarial study was conducted to, in part, examine the overall sustainability of the Fund and analyze the equitability of assessments contributed by each industry relative to anticipated losses. The Department adopted a number of interim emergency rules as a stopgap measure while it awaited the results of an actuarial study to consider possible permanent rule changes. In December 2015, the Department received the study of the Fund and began working with the Council to develop recommendations for permanent changes in the agricultural producer security program. These proposed rule changes reflect that joint effort.

Producer Security Fund; Assessment Revenues

The following table shows projected assessment revenues for FY 2019-20 (with and without the changes in this proposed rule):

Total Projected Fund Assessment Revenues			
	FY 2019-20* <i>Without this rule</i>	FY 2019-20* <i>With this rule</i>	Difference
Grain Dealers	\$ 974,000	\$ 256,000	\$ (718,000)
Grain Warehouse Keepers	38,000	38,000	0
Milk Contractors	1,095,000	859,000	(236,000)
Vegetable Contractors	24,000	254,000	230,000
TOTAL	\$ 2,131,000	\$ 1,407,000	\$ (724,000)

* Projection assumes constant procurement volumes, commodity price levels and contractor financial strength.

Without this rule, the Department projects that the fund balance will grow to \$10,552,000 at the end of FY 2019-20. With this rule, the Department projects that the fund balance will grow to \$9,562,000 by the end of FY 2019-20. Under this rule, the fund balance amount attributable to vegetable contractor will build over several years toward the required statutory minimum (it currently falls short of the required minimum).

	Minimum Statutory Balance	Actual Balance as of June 30, 2016	Maximum Statutory Balance
Grain Dealers	\$ 1,000,000	\$ 5,546,281.97	\$ 6,000,000
Grain Warehouse Keepers	\$ 200,000	\$ 46,432.94	\$ 1,000,000
Milk Contractors	\$ 3,000,000	\$ 6,132,665.50	\$ 12,000,000
Vegetable Contractors	\$ 800,000	(\$ 4,707,617.97)	\$ 3,000,000
Entire Fund	\$ 5,000,000	\$ 7,017,762.44	\$ 22,000,000

Analysis and Supporting Documents used to Determine Effect on Small Business

Members of the Agricultural Producer Security Council (“Council”), as defined in Wis. Stat. § 15.137 (1), have worked with the Department in crafting certain rule changes following the 2015 actuarial study. Members represent the following: the Farmers' Educational and Cooperative Union of America, Wisconsin Division; the Midwest Food Processors Association, Inc.; the National Farmers' Organization, Inc.; the Wisconsin Agri-Business Association, Inc.; the Wisconsin Cheese Makers Association; the Wisconsin Corn Growers Association, Inc., the Wisconsin Soybean Association, Inc.; the Wisconsin Dairy Products Association, Inc.; the Wisconsin Farm Bureau Federation; Cooperative Network; and the Wisconsin Potato and Vegetable Growers Association, Inc.

Effect on Small Business

This rule will have a positive impact on grain dealers by automatically reducing assessments whenever the grain dealer portion of the Fund balance exceeds its statutory maximum. The rule also reduces deferred payment contract assessments whenever the grain dealer portion of the Fund balance exceeds its statutory maximum.

This rule will have a positive impact on milk contractors by reducing their assessments by 20 percent. The Fund will continue to grow but at a slower pace thus ensuring that they pay a fairer share of the cost of the program.

This rule will increase vegetable contractor fund assessments by 0.2% of their contract obligations to producers. By spreading the increase to achieve the statutory minimum over 18 years, this should have minimal impacts on the vegetable contractors.

DATCP Contact

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Madison, WI 53708-8911
Telephone (608) 224-5164
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Where and When Comments May Be Submitted

Questions and comments related to this rule may be directed to:

David A. Woldseth
Department of Agriculture, Trade and Consumer Protection
P.O. Box 8911
Madison, WI 53708-8911
Telephone (608) 224-5164
E-Mail: DavidA.Woldseth@wisconsin.gov

Rule comments will be accepted up to two weeks after the last public hearing is held on this rule.

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- 1 **SECTION 1.** ATCP 99.126 (2) is amended to read:
- 2 **(2) BASIC ASSESSMENT.**
- 3 **(a)** A contributing grain dealer who reports less than \$500,000 in grain payments under s.
- 4 126.11 (9) (a), Stats., shall pay a basic assessment equal to the greater of the following amounts:

1 1. \$100, or:-

2 2. If the fund balance attributable to grain dealers is less than \$6 million on May 31 of the
3 last preceding license year, then ~~the~~ sum of the amounts calculated under s. 126.15 (1) (a) and
4 (b), Stats.

5 **(b)** A contributing grain dealer who reports at least \$500,000 but less than \$3 million in grain
6 payments under s. 126.11 (9) (a), Stats., shall pay a basic assessment equal to the greater of the
7 following amounts:

8 1. \$200, or:-

9 2. If the fund balance attributable to grain dealers is less than \$6 million on May 31 of the
10 last preceding license year, then ~~the~~ sum of the amounts calculated under s. 126.15 (1) (a) and
11 (b), Stats.

12 **(c)** A contributing grain dealer who reports at least \$3 million in grain payments under s.
13 126.11 (9) (a), Stats., shall pay a basic assessment equal to the greater of the following amounts:

14 1. \$500, or:-

15 2. If the fund balance attributable to grain dealers is less than \$6 million on May 31 of the
16 last preceding license year, then ~~the~~ sum of the amounts calculated under s. 126.15 (1) (a) and
17 (b), Stats.

18 **SECTION 2.** ATCP 99.126 (3) is repealed and replaced:

19 **(3) DEFERRED PAYMENT ASSESSMENT.** (a) A contributing grain dealer shall apply a
20 deferred payment assessment rate of 0.000875 to deferred payment contracts entered into on or
21 after September 1, if the fund balance attributable to grain dealers is greater than \$6 million on
22 May 31 of the last preceding license year.

1 (b) A contributing grain dealer shall apply a deferred payment assessment rate of 0.0035
2 to deferred payment contracts entered on or after September 1, if the fund balance attributable to
3 grain dealers is not more than \$6 million on May 31 of the last preceding license year.

4 (c) A contributing grain dealer shall pay a deferred payment assessment equal to the
5 amount, if any, that the grain dealer paid to producers under deferred payment contracts during
6 the 12 months ended June 30th of the preceding license year multiplied by rates that applied to
7 those contracts as specified under par. (a) and (b).

8 ~~A contributing grain dealer shall pay a deferred payment assessment equal to 0.0035~~
9 ~~multiplied by the amount, if any, that the grain dealer reports under s. 126.11 (9) (b), Stats., in~~
10 ~~the grain dealer's license application for that license year.~~

11 **SECTION 3.** ATCP 100.135 is amended to read:

12
13 **ATCP 100.135 Contributing milk contractors; fund assessments.** (1) General. A
14 contributing milk contractor shall pay an annual fund assessment for each license year. The
15 annual fund assessment shall be calculated under this section, rather than under s. 126.46, Stats.
16 Except as provided in sub. (6) or (10), or s. ATCP 100.13, the annual fund assessment amount is
17 the minimum assessment amount listed in sub. (9) or the sum of the following multiplied by 0.8,
18 whichever is greater:

19 **SECTION 4.** ATCP 101.245 is amended to read:

20
21 **(2) ASSESSMENT AMOUNT.**

22 **(a)** A contributing vegetable contractor that reports less than \$500,000 in contract obligations
23 under s. 126.56 (9) (am), Stats., shall pay an annual fund assessment equal to the sum of the
24 amount determined under par. (d) and the greater of the following amounts:

25 **1.** \$100, or;

1 **2.** The sum of the amounts calculated under s. 126.60 (1) (a) and (b), Stats. If all of the
2 contract obligations reported by the vegetable contractor under s. 126.56 (9) (am), Stats.,
3 were made under written contracts where payments were required no more than 30 days
4 after taking custody or control of the vegetables, then further divide this amount by 2.

5 **(b)** A contributing vegetable contractor that reports at least \$500,000 but less than \$4 million
6 in contract obligations under s. 126.56 (9) (am), Stats., shall pay an annual fund assessment equal
7 to the sum of the amount determined under par. (d) and the greater of the following amounts:

8 1. \$200, or;

9 2. The sum of the amounts calculated under s. 126.60 (1) (a) and (b), Stats. If all of the
10 contract obligations reported by the vegetable contractor under s. 126.56 (9) (am), Stats., were
11 made under written contracts where payments were required no more than 30 days after taking
12 custody or control of the vegetables, then further divide this amount by 2.

13 **(c)** A contributing vegetable contractor who reports \$4 million or more in contract obligations
14 under s. 126.56 (9) (am), Stats., shall pay an annual fund assessment equal to the sum of the
15 amount determined under par. (d) and the greater of the following amounts:

16 1. \$500, or;

17 2. The sum of the amounts calculated under s. 126.60 (1) (a) and (b), Stats. If all of the
18 contract obligations reported by the vegetable contractor under s. 126.56 (9) (am), Stats.,
19 were made under written contracts where payments were required no more than 30 days after
20 taking custody or control of the vegetables, then further divide this amount by 2.

21 **(d)** If the fund balance attributable to vegetable contractors is less than \$800,000 on
22 November 30 of the last preceding license year, then the lesser of:

23 1. \$50,000, or;

1 2. The amount of contract obligations under s. 126.56 (9) (am), Stats., multiplied by
2 0.002.

3 3. If all of the contract obligations reported by the vegetable contractor under s. 126.56
4 (9) (am), Stats., were made under written contracts where payments were required no
5 more than 30 days after taking custody or control of the vegetables, then divide the
6 amounts under subd. 1. and 2. by 2.

7 **SECTION 5. EFFECTIVE DATE:** This rule takes effect on the first day of the month
8 following publication in the Wisconsin administrative register, as provided in s. 227.22 (2)
9 (intro.), Stats.

Dated this _____ day of _____, _____.

WISCONSIN DEPARTMENT OF AGRICULTURE,
TRADE AND CONSUMER PROTECTION

By: _____
Ben Brancel
Secretary

Wisconsin Department of Agriculture, Trade and Consumer Protection

Initial Regulatory Flexibility Analysis

Rule Subject: Grain Dealers and Grain Warehouse Keepers;
Milk Contractors; Vegetable Contractors
Adm. Code Reference: ATCP 99; ATCP 100; ATCP 101
Rules Clearinghouse #: Not yet assigned
DATCP Docket #: 16-R-06

Rule Summary

This rule does all of the following:

- Creates an automatic reduction in the Fund assessments by grain dealers when the grain dealer portion of the Fund exceeds the statutory maximum.
- Reduces milk contractor assessments by 20 percent by adding a multiplier.
- Increases vegetable contractor fund assessments.
- Restores the Agricultural Producer Security Fund to meet its statutory obligation.

Small Business Affected

This rule will have a positive impact on grain dealers by reducing fund assessments under Wis. Admin. Code ATCP 99.126 (2) and (3) if the grain dealer portion of the producer security fund balance exceeds its statutory maximum.

This rule will have a positive impact on milk contractors by reducing their assessments by 20 percent. The Fund will continue to grow but at a slower pace thus ensuring that they pay a fairer share of the cost of the program.

This rule will increase vegetable contractor fund assessments by 0.2% of their contract obligations to producers. By spreading the increase to achieve the statutory minimum over 18 years, this should have minimal impacts on the vegetable contractors.

Record Keeping Requirements

This rule does not present changes to record keeping requirements for any of the businesses. Collections do not change; the amounts will.

Accommodation for Small Business

Many of the businesses affected by this rule are “small businesses.” However, given the statutory requirements, there are very few accommodations or special exceptions that can be or need to be made for small businesses.

Conclusion

This rule will not have a significant adverse effect on “small business” and is not subject to the delayed “small business” effective date provided in Wis. Stat. § 227.22 (2) (e).

Dated this 11th day of MAY, 2017.

STATE OF WISCONSIN
DEPARTMENT OF AGRICULTURE,
TRADE AND CONSUMER PROTECTION

By  _____

Frank Frassetto, Administrator

**ADMINISTRATIVE RULES
FISCAL ESTIMATE
AND ECONOMIC IMPACT ANALYSIS**

Type of Estimate and Analysis

Original Updated Corrected

Administrative Rule Chapter, Title and Number

Ch. ATCP 99, Grain Dealers and Grain Warehouse Keepers; Ch. ATCP 100, Milk Contractors; Ch. ATCP 101 Vegetable Contractors

Subject

Agricultural Producer Security Fund Assessment

Fund Sources Affected

Chapter 20, Stats. Appropriations Affected

GPR FED PRO PRS SEG SEG-S

20.115(1)(q)

Fiscal Effect of Implementing the Rule

No Fiscal Effect

Increase Existing Revenues

Increase Costs

Indeterminate

Decrease Existing Revenues

Could Absorb Within Agency's Budget

Decrease Costs

The Rule Will Impact the Following (Check All That Apply)

State's Economy

Specific Businesses/Sectors

Local Government Units

Public Utility Rate Payers

Would Implementation and Compliance Costs Be Greater Than \$20 million?

Yes No

Policy Problem Addressed by the Rule

General

The Agricultural Producer Security Fund ("Fund") is a public trust administered by the Wisconsin Department of Agriculture, Trade and Consumer Protection ("Department"). Milk contractors, grain dealers, grain warehouse keepers and vegetable contractors (collectively known as contractors) must purchase a license to obtain milk, grain, and vegetables, respectively, from producers, and most contractors are required to contribute to the Fund annually. Funds are used to settle claims by producers in the event that a contractor defaults on payment or fails to return grain held in storage. Funds from each industry are accounted for separately with mandated minimums and maximums but deposited into one overall fund. Wis. Stat. Chapter 126.88 (1) (a) establishes the overall fund balance must be at least \$5 million, but not more than \$22 million.

	Minimum Statutory Balance	Actual Balance as of June 30, 2016	Maximum Statutory Balance
Grain Dealers	\$ 1,000,000	\$ 5,546,281.97	\$ 6,000,000
Grain Warehouse Keepers	\$ 200,000	\$ 46,432.94	\$ 1,000,000
Milk Contractors	\$ 3,000,000	\$ 6,132,665.50	\$ 12,000,000
Vegetable Contractors	\$ 800,000	(\$ 4,707,617.97)	\$ 3,000,000
Entire Fund	\$ 5,000,000	\$ 7,017,762.44	\$ 22,000,000

In 2014, the Fund paid out claims to 19 vegetable producers due to a payment default by one large vegetable contractor that went bankrupt. The default payment totaled \$6.1 million, causing the overall fund balance for all producers to drop by almost half. This resulted in a fund balance deficit attributable to the vegetable program of over \$4.8 million at the time. The following year, a \$1 million default in the milk industry further drew down the Fund.

The Department and the Agricultural Producer Security Council (“Council”), a statutory council created to advise the Department, identified the need to evaluate the entire agricultural producer security program, so that changes can be made to mitigate the impact of large defaults in the future. In December, 2015, the Department received an actuarial study of the Fund and began working with the Council to develop recommendations for permanent changes to the agricultural producer security program.

ATCP 99 - Grain

Wis. Stat. § 126.88 (1) (b) and (c) establishes that the Fund maintain a balance attributable to grain dealers of at least \$1 million, but not more than \$6 million, and maintain a balance attributable to grain warehouse keepers of at least \$200,000, but not more than \$1 million. The Department anticipates the grain dealer balance to reach the statutory maximum balance in the near future.

ATCP 100 - Milk

Wis. Stat. § 126.88 (1) (d) establishes that the Fund maintain a balance attributable to milk contractors of at least \$3 million but not more than \$12 million. Based on the recent actuarial study, the milk contractors’ assessment rates are higher than those in the other two industries.

ATCP 101 - Vegetable

Wis. Admin. Code ATCP 101.245 establishes a vegetable contractor fund assessment. The amount of the assessment varies based on a combination of contract obligations and financial ratios under Wis. Stat. § 126. Per s. 126.88 (1) (e), Stats., the vegetable contractors’ portion of the Fund should maintain a balance of at least \$800,000, but not more than \$3 million. Due to recent defaults in the vegetable industry, the vegetable portion of the Fund balance is an approximate \$4.7 million deficit.

Summary of Rule’s Economic and Fiscal Impact on Specific Businesses, Business Sectors, Public Utility Rate Payers, Local Governmental Units and the State’s Economy as a Whole (Include Implementation and Compliance Costs Expected to be Incurred)

General

Members of the Council, as defined in Wis. Stats. § 15.137 (1), have worked with the Department in crafting certain rule changes following the 2015 actuarial study. Local governments are not involved with the Fund, and therefore, were not consulted in this economic impact analysis.

ATCP 99 - Grain

The proposed rule would implement a reduction in assessments from approximately \$974,000 to \$256,000 whenever the grain dealer portion exceeds the \$6 million statutory maximum. This rule amends Wis. Admin. Code ATCP 99.126 (2) and repeals and recreates Wis. Admin. Code ATCP 99.126 (3) to include an automatic reduction in the rate applied to grain dealers whenever the grain dealer portion of the Fund exceeds the \$6 million statutory maximum.

The Fund mechanisms do not change. In terms of revenues, the Department expects to receive \$718,000 less due to the proposed rule changes. Since the collection procedure itself does not change, the Department does not foresee any changes in compliance or implementation costs.

ATCP 100 - Milk

The proposed rule change adds the multiplier, 0.8, to Wis. Admin. Code ATCP 100.135 (1). This would result in a reduction of the projected assessments for 2017-18 from \$1,095,000 to \$859,000. The actuarial study projects growth in the milk portion of the Fund of \$373,000 per year over the next ten years. Using the multiplier results in a \$236,000 assessment reduction and reduces that pace of growth to \$137,000 per year.

Effectively, this slows the growth of the milk producers' portion of the Fund. Since the Department already collects assessments, no change in compliance or implementation costs should occur under changes proposed to the rule.

ATCP 101 - Vegetable

Contributing vegetable contractors will be affected by paying higher fund assessments. Vegetable contractors who purchase potatoes for processing and have opted out of contributing to the Fund would not be affected because vegetable contractor assessments are being increased to replace money paid as a result of a large vegetable contractor default, the higher Fund balance that results from this increase will affect all producers in Wisconsin by making more money available for future defaults.

The proposed rule amends Wis. Admin. Code ATCP 101.245 to implement three changes: (1) add an assessment of 0.2% multiplied by contract obligations, net of waiver, with a \$50,000 cap; (2) sunset after the vegetable portion of the Fund reaches the statutory minimum of \$800,000 under Wis. Stats. § 126.88 (1) (e); and (3) reduce the assessment by 50% for any vegetable contractor, if all contracts with producers have 30-day payment terms.

This would result in assessment of about \$254,000 annually if all contracts payment terms were beyond 30 days. Since the Department already collects assessments, no change in compliance or implementation costs should occur under any changes proposed to the rule.

Benefits of Implementing the Rule and Alternative(s) to Implementing the Rule

ATCP 99 - Grain

Benefits

By adopting the automatic assessment reduction provision of the rule, the grain dealer portion of the Fund would begin to decline whenever it exceeds its statutory maximum of \$6 million because the reduction in assessments would result in expenses for the grain dealer program that would exceed their revenues. Without it, the grain dealer portion would increase well beyond the statutory maximum.

Alternatives

Do nothing. If the Department fails to adopt this rule, the Department anticipates it will exceed its statutory requirement for the grain dealer industry portion of the Fund.

ATCP 100 - Dairy

Benefits

By adopting the 0.8 multiplier, the Department slows the growth of the milk portion of the Fund and provides some financial relief to contributing milk contractors.

Alternatives

Do nothing. If the Department fails to adopt this rule milk contractor contributions to the Fund would continue to be disproportionately higher than other three industries.

ATCP 101 - Vegetable

Benefits

The proposed rule will increase fund assessments from contributing vegetable contractors in order to meet the statutory requirement to maintain a minimum Fund balance.

Alternatives

Do nothing. If the Department fails to adopt this rule, the Department will not meet its statutory requirement

and the vegetable contractor portion of the Fund will remain in a significant deficit while vegetable growers would continue to receive the benefits of coverage under the overall Fund.

Long Range Implications of Implementing the Rule

General

Due to the minimums and maximums created by Wis. Stats. § 126, each portion should be in alignment to sustain the long-term benefits of the entire Fund.

ATCP 99 - Grain

The grain dealer portion of the Fund is near its maximum. Therefore, the Department expects grain dealers will soon receive automatic reductions and collections would become minimal until their portion of the Fund declines below the maximum.

ATCP 100 - Milk

Adoption of the multiplier, 0.8, will slow the growth of the milk contractors' portion of the Fund while keeping the balance sufficient to cover anticipated defaults.

ATCP 101 - Vegetable

If the Department fails to adopt this rule, the Department will not meet its statutory requirement and the vegetable contractor portion of the Fund will continue in a significant deficit while vegetable growers continue to receive the benefits of coverage under the overall Fund. As it stands, with adoption of the proposed rule changes, the Department anticipates the Fund will still not reach the minimum for vegetable contractors for 18 years, provided there are no further defaults.

Compare With Approaches Being Used by Federal Government

ATCP 99 - Grain

The United States Warehouse Act is a voluntary regulatory program administered by Farm Service Agency ("FSA"), a unit within USDA. Under the Act, warehouse keepers who obtain a warehouse license must comply with several FSA regulations. Generally, the warehouse keeper must maintain enough grain in inventory to cover 100% of depositor obligations at all times. Further, FSA licensed warehouse keepers must submit financial statements, submit to inspections by USDA auditors, and post surety bonds. In the event a warehouse defaults, FSA can convert the bonds to cash and disperse the proceeds to depositors. The federal grain warehouse license is officially a voluntary program; in practice, it is not completely voluntary. Every state that has significant grain production (including Wisconsin) has some type of state grain warehousing law. These laws require grain warehouse keepers to obtain a license but allow them to choose either a state license or a federal license. Those that choose a federal license are exempt from the state licensing program.

ATCP 100 - Milk

No federal programs currently exist that offer milk producer security from contractor payment defaults.

ATCP 101 - Vegetable

The Perishable Agricultural Commodities Act ("PACA") is a federal program that provides some protections for vegetables. This program consists of a priority lien against vegetable-related assets and is applicable to fresh vegetables based on a complex set of variables and circumstances. Wisconsin's vegetable security program applies only to processing vegetables. Wisconsin's program uses an indemnity fund, rather than a priority lien-type program.

There may be some limited overlap between the Wisconsin and federal programs, but that overlap is justified because the scope of federal coverage is not entirely clear. Overlap was reduced by Wisconsin legislation, which permits certain potato buyers covered under the federal program to opt out of most of the state program.

Compare With Approaches Being Used by Neighboring States (Illinois, Iowa, Michigan and Minnesota)

ATCP 99 - Grain

Like all states with a significant grain industry, Minnesota, Michigan, Illinois, Indiana, and Iowa all require persons who buy grain from producers to obtain a grain dealer license, and all persons who store grain for others are required to obtain either a state or federal grain warehouse license. Licensees must file financial statements with the state, and the warehouses must maintain 100% of depositor-owned grain in inventory at all times.

Minnesota requires grain dealers and grain warehouse keepers to post bonds with the state. Indiana, Illinois, and Iowa all have a state indemnity fund that is made up of grain dealer and warehouse assessments. Michigan (like Wisconsin) has a combination of bonds and indemnity fund contributions.

ATCP 100 - Milk

Minnesota requires any wholesale dealer or food processor who contracts with other Minnesota dealers or farmers of milk, cream, or products made from milk or cream, to be licensed as a Wholesale Produce Dealer. Dealers are required to obtain a surety bond and required to maintain trust assets so that assets are freely available to satisfy outstanding obligations. There is no exemption to this requirement.

Michigan requires producer security for all manufacturing and Grade A dairy plants that are a first receiving point for raw milk that will be processed at that facility. Security can be in one or more of several forms including bond, letter of credit, certificate of deposit, or pre-payment. There is no exemption to this requirement.

Illinois, Indiana, and Iowa do not require dairy producer security.

ATCP 101 - Vegetable

Minnesota requires any wholesale dealer or food processor who contracts with other Minnesota dealers for fresh fruits or vegetables to be licensed as a Wholesale Produce Dealer. Dealers are required to obtain a surety bond and required to maintain trust assets so that assets are freely available to satisfy outstanding obligations. dealer defaults.

Illinois, Iowa, Michigan, and Indiana lack similar programs.

Comments received regarding the Economic Impact of this proposed rule.

No public comments concerning the economic impact of this proposed rule were received on the Department external website.