

Memorandum

To: Administrator Richard Fordyce
Farm Service Agency, USDA

From: Wisconsin State Cranberry Growers Association, Cape Cod Cranberry Growers Association and
American Cranberry Growers Association

Date: June 14, 2019

Thank you very much for meeting with us on Tuesday, June 11, 2019.

We are grateful for the administration's willingness to include cranberry producers in the second round of trade mitigation payments by way of the Market Facilitation Program.

During our meeting you asked us to make a recommendation on a methodology for the payments based on a state by state basis using acreage and considering production. We recommend a total payment of \$32 million based on the USDA's data of recent export sales losses. Based on our discussion and review of the data our recommendation is to employ the following methodology.

STEP 1

Total of number of barrels produced by state annually

Total number of barrels produced nation wide
= state's percentage of production

Resulting state's percentage of production:

Wisconsin:	61%
Massachusetts:	26%
Oregon:	6%
New Jersey:	5%
Washington:	2%

STEP 2

The total cranberry MFP amount
x
percentage of national wide production
= state's MFP payment

STEP 3

MFP Payment by state

CMC estimate of acreage by state
= state payment by acreage

This is a recommendation reviewed and endorsed by: Wisconsin State Cranberry Growers Association, Cape Cod Cranberry Growers Association and American Cranberry Growers Association. Of course, we are very interested in the total amount of payments and any cap that may be put on the payments. Based on new information, we may have additional recommendations.