

INSTRUCTIONS FOR FSA-1140

MARKETING ASSISTANCE FOR SPECIALTY CROPS (MASC) APPLICATION

Marketing Assistance for Specialty Crops (MASC) provides specialty crop producers with financial assistance to increase domestic consumption of specialty crops by expanding domestic specialty crop markets or in developing or aiding in the development of new markets for their crops.

Eligible specialty crops include only the following:

- fruits, including dried fruits;
- vegetables, including dry edible beans and peas, mushrooms, and vegetable seed;
- tree nuts;
- nursery crops;
- Christmas trees;
- floriculture;
- culinary and medicinal herbs and spices;
- honey;
- hops;
- maple sap;
- tea;
- turfgrass; and
- grass seed.

Producers must submit the original of the completed form in hard copy, facsimile, or through Box/OneSpan to the appropriate USDA servicing office. <https://www.farmers.gov/working-with-us/service-center-locator>

Producers must review Part A and complete Parts B, C & D.

FSA will complete fields noted as “Agency Use Only” & Part E.

Items 1- 4 are for Agency use only.

Item	Instruction
1 Recording State	Agency will enter the recording state and state code.
2 Recording County	Agency will enter the recording county and county code.
3 Program Year	Agency will enter the program year. Note: Only 2025 will be applicable.
4 Application Number	Application Number will be assigned by the automated system.

Part A (Producer Agreement) is reviewed by the Producer.

Item	Instruction
Part A Producer Agreement	Review this information carefully. You are agreeing to the items listed in this section by signing the form in Part D.

Part B (Producer Information) is completed by the Producer.

Item	Instruction
5 Producer's Name	Enter producer's name. Note: Customers must apply based on the tax identification number that they will receive payment. Businesses that operate together but use separate tax identification numbers must apply separately.

Item	Instruction
6 Information Line	Enter additional information, if applicable.
7A Address Line 1	Enter producer's mailing address.
7B Address Line 2	Enter producer's address line 2, if applicable.
7C City	Enter the city for the producer's mailing address.
7D State	Enter the state for the producer's mailing address.
7E ZIP CODE	Enter the postal Zip Code for the producer's mailing address.
8A Primary Phone Number	Enter the primary phone number for the producer and indicate if it is a home or cell number.
8B Alternate Phone Number	Enter the alternate phone number for the producer and indicate if it is a home or cell number.
9 Email Address	Enter the producer's email address.

Part C (Sales) is completed by the Producer.

Item	Instruction
10 Year	<p>Select the applicable year of the total specialty crop sales.</p> <ul style="list-style-type: none"> • 2023 • 2024 • 2025 (new producer only) <p>Note: Only check one year.</p> <p>New producers only include producers who meet any of the following:</p> <ul style="list-style-type: none"> • Began producing specialty crops in 2023 or 2024 but did not have specialty crop sales due to the immaturity of the crop; • Began producing specialty crops in 2024 but did not have a complete year of sales; or • Are beginning to grow specialty crops in 2025. <p>A “complete year of sales” means an entire calendar year that is inclusive of all specialty crops produced in a producer's operation. A producer may have a complete year of sales even if sales typically occur only during a part of the year; for example, for a producer that only grows strawberries, a complete year of sales may only consist of the months May through July when the crop has matured and is sold.</p> <p>An incomplete year occurs when a new producer had sales in 2024 but did not experience a full year of sales. For example, a producer began farming mid-way through 2024, planting only fall season vegetables and had associated sales. The producer did not have sales for winter or spring season specialty crops, as the producer began production after this time. This producer is continuing production in 2025, but will be growing specialty crops the entire year, not only the fall season. Since this producer did not have a complete year of sales, they are considered a new producer and may use 2025 expected sales if all eligibility criteria are met. New producers must also submit FSA-1141 and supporting documentation by the application deadline.</p>
11 Total Specialty Crop Sales	<p>Enter the total specialty crop sales for the applicable year selected in item 10.</p> <p>Eligible specialty crop sales only include sales of commercially marketed raw specialty crops grown in the United States by the producer. The portion of sales derived from adding value to a specialty crop (such as sorting, processing, or packaging) is not included with eligible sales.</p>

Item	Instruction
	<p>Sales of specialty crops purchased for resale may be included only if there is a change in characteristic due to the time held (for example, a 2-inch plant that was sold as an 18-inch plant after 4 months).</p> <p>Eligible producers who market their specialty crops through a subscription or membership-based service, such as a community-supported agriculture (CSA) model, may include the portion of the membership or subscription fees received for specialty crops.</p> <p>To be considered a 2023 or 2024 calendar year sale, the producer must have received payment for the specialty crop during the applicable calendar year. Producers who select 2023 or 2024 in item 10 will include Federal crop insurance indemnities and Noninsured Crop Disaster Assistance Program payments for specialty crops for the 2023 or 2024 crop year, respectively, in total specialty crop sales.</p> <p>New producers will enter the amount from FSA-1141, item 12.</p>
12 COC Adjusted Sales	COC will enter adjustment to the total specialty crop sales if determined to be different than the number provided in Item 11.

Part D (Producer Certification) is completed by the Producer.

Item	Instruction
13A Signature	Producer or authorized representative submitting a MASC application must sign certifying to information entered in Parts A through C.
13B Title/Relationship of Individual Signing in the Representative Capacity	<p>Enter title and/or relationship to the applicant when signing in a representative capacity.</p> <p>Note: If you are not signing in a representative capacity, this field should be left blank.</p>
13C Date (MM/DD/YYYY)	Enter the date the FSA-1140 is signed in Item 13A, Part D.

Part E (County Committee (COC) Determination) COC will act on completed and signed FSA-1140 applications as certified by the producer after COC adjustment fields are completed.

Item	Instruction
14 COC or Designee Signature (COC Use Only)	COC or their representative will sign.
15 Date (MM/DD/YYYY) (COC Use Only)	Enter the date the COC or their representative signs the FSA-1140.
16 Determination (COC Use Only)	COC or their representative will check (ü)“Approved” or “Disapproved”.