

process, followed by Treasury checks, are the Agency’s preferred methods of loan funds disbursement. The Agency will use these processes on behalf of borrowers to disburse loan proceeds directly to creditors being refinanced with loan funds or to sellers of chattel property that is being acquired with loan funds. A supervised bank account will be used according to subpart B of part 761 of this chapter when these processes are not practicable.

§§ 764.403–764.450 [Reserved]

**Subpart J—Borrower Training and Training Vendor Requirements**

**§ 764.451 Purpose.**

The purpose of production and financial management training is to help an applicant develop and improve skills necessary to:

- (a) Successfully operate a farm;
- (b) Build equity in the operation; and
- (c) Become financially successful and prepared to graduate from Agency financing to commercial sources of credit.

**§ 764.452 Borrower training requirements.**

(a) The applicant must agree to complete production and financial management training, unless the Agency provides a waiver in accordance with § 764.453, or the applicant has previously satisfied the training requirements. In the case of an entity:

- (1) Any individual member holding a majority interest in the entity or who is operating the farm must complete training on behalf of the entity, except as provided in paragraph (a)(2) of this section;
- (2) If one entity member is solely responsible for production or financial management, then only that member will be required to complete training.
- (b) When the Agency determines that production training is required, the applicant must agree to complete course work covering production management in each crop or livestock enterprise the Agency determines necessary.
- (c) When the Agency determines that financial management training is required, the applicant must agree to complete course work covering all as-

pects of farm accounting and integrating accounting elements into a financial management system.

(d) An applicant who applies for a loan to finance a new enterprise, such as a new crop or a new type of livestock, must agree to complete production training with regard to that enterprise, even if production training requirements were waived or satisfied under a previous loan request, unless the Agency provides a waiver in accordance with § 764.453.

(e) Even if a waiver is granted, the borrower must complete borrower training as a condition for future loans if and when Agency supervision provided in 7 CFR part 761 subpart C reflects that such training is needed.

(f) The Agency cannot reject a request for a direct loan based solely on an applicant’s need for training.

(g) The Agency will provide written notification of required training or waiver of training.

**§ 764.453 Agency waiver of training requirements.**

(a) The applicant must request the waiver in writing.

(b) The Agency will grant a waiver for training in production, financial management, or both, under the following conditions:

(1) The applicant submits evidence of successful completion of a course similar to a course approved under section § 764.457 and the Agency determines that additional training is not needed; or

(2) The applicant submits evidence which demonstrates to the Agency’s satisfaction the applicant’s experience and training necessary for a successful and efficient operation.

(c) If the production and financial functions of the operation are shared among individual entity members, the Agency will consider the collective knowledge and skills of those individuals when determining whether to waive training requirements.

**§ 764.454 Actions that an applicant must take when training is required.**

- (a) *Deadline for completion of training.*
- (1) If the Agency requires an applicant to complete training, at loan closing