

Quick Reference Guide of Financial Resources For Agriculture & Forestry Businesses in Virginia

Title & Source	Description	Contact
Virginia Department of Agriculture and Consumer Services (VDACS) Resources for Individual, For-Profit Businesses, Political Subdivisions, and Non-Profit Organizations		
<u>Governor's Agriculture and Forestry Industries Development Fund (AFID Facility Grant)</u>	<ul style="list-style-type: none"> • Grants made to one or more political subdivisions to benefit a new or expanding facility that adds value to Virginia grown agriculture or forestry products • Grant amount based on ROI and other factors, not to exceed \$500,000 or 25% of qualified capital investment (the lesser) • Requires dollar-for-dollar local match from applicant's locality (cash or qualified in-kind) • A minimum of 30% of the facility's new agriculture or forestal products must be Virginia-grown • https://www.vdacs.virginia.gov/agriculture-afid-facility-grants.shtml 	Rachel Meyers, VDACS 804-786-6911 Rachel.Meyers@vdacs.virginia.gov
<u>Governor's Agriculture and Forestry Industries Development Fund (AFID Infrastructure Grant)</u>	<ul style="list-style-type: none"> • Grants made to one or more political subdivisions for community infrastructure development projects that support local food production and sustainable agriculture • Grant amount not to exceed \$50,000 • There is a reduced applicant match for projects in economically distressed localities, projects in underserved communities, and projects benefiting multiple small-scale agricultural producers • https://www.vdacs.virginia.gov/agriculture-afid-infrastructure-grants.shtml 	Rachel Meyers, VDACS 804-786-6911 Rachel.Meyers@vdacs.virginia.gov
<u>Governor's Agriculture and Forestry Industries Development Fund (AFID Planning Grant)</u>	<ul style="list-style-type: none"> • Grants made to one or more political subdivisions to encourage strategic thinking about supporting and integrating agriculture and forestry-based industries into their overall economic development and job creation efforts. • Single locality applicant may apply for up to \$20,000 • More than one locality may apply for up to \$35,000 • https://www.vdacs.virginia.gov/agriculture-afid-planning-grants.shtml 	Rachel Meyers, VDACS 804-786-6911 Rachel.Meyers@vdacs.virginia.gov
<u>USDA Specialty Crop Block Grant Program, administered by VDACS</u>	<ul style="list-style-type: none"> • Agricultural associations, industry / producer groups, community based organizations, and academia can apply for grants of up to \$75,000 for projects that seek to improve the competitiveness of specialty crops in Virginia. • https://www.ams.usda.gov/services/grants/scbgrp 	Melissa Ball, VDACS 804-786-5448 Melissa.Ball@vdacs.virginia.gov
<u>Virginia Organic Cost Share Program</u>	<ul style="list-style-type: none"> • Organic growers or food processors in Virginia can apply for partial reimbursement to offset the cost of becoming certified or recertified as an organic producer by 75% or up to a total of \$750. • https://www.vdacs.virginia.gov/pdf/organiccostshare.pdf 	Bill Scruggs, VDACS 804-786-3951 bill.scruggs@vdacs.virginia.gov

Quick Reference Guide of Financial Resources For Agriculture & Forestry Businesses in Virginia

U.S. Department of Agriculture (USDA) Grant/Loan Programs & Resources for Individual, For Profit Businesses

<p><u>Business & Industry Guaranteed Loan Program (B&I), USDA Rural Development</u></p>	<ul style="list-style-type: none"> • Eligible applicants include for-profit or non-profit businesses, cooperatives, federally-recognized tribes, public bodies, individuals engaged or proposing to engage in a business • Program offers guarantees to lenders for their loans to rural businesses • Eligible uses include business conversion, enlargement, repair, modernization or development purchase and development of land, buildings, and infrastructure purchase and installation of machinery and equipment, supplies or inventory debt refinancing when cash flow is improved to create jobs business and industrial acquisitions when the loan will maintain operations and create/save jobs • Maximum \$25 million aggregate loan amount to any one borrower. • Must be located in an eligible rural area which is defined as being outside of cities or towns with a population of 50,000 or more and the surrounding built-up areas. • Requires equity investment on the part of owners. 20% tangible balance sheet equity for new businesses and 10% for existing businesses. • https://www.rd.usda.gov/programs-services/business-programs/business-industry-loan-guarantees 	<p>Nina Brown RBS Specialist 804-287-1594 nina.brown@usda.gov</p>
<p><u>Rural Energy for America Program (REAP), USDA Rural Development</u></p>	<ul style="list-style-type: none"> • Provides guaranteed loan financing and grant funding to agricultural producers and rural small businesses for renewable energy systems or to make energy efficiency improvements. • Loan guarantees on loans up to 75% of total eligible costs Grants for up to 25% of eligible costs Combined grant and loan guarantee funding up to 75 percent of total eligible costs • Small businesses must be located in eligible rural areas, defined as being outside of cities or towns with a population of 50,000 or more and the surrounding built-up areas. • Agricultural producers are not required to be in rural areas • https://www.rd.usda.gov/programs-services/energy-programs/rural-energy-america-program-renewable-energy-systems-energy-efficiency-improvement-guaranteed-loans 	<p>Tracey Krespach RBS Specialist 804-287-1606 Tracey.krespach@usda.gov</p>
<p><u>Value-Added Producer Grants (VAPG), USDA Rural Development</u></p>	<ul style="list-style-type: none"> • Competitive matching grant funds to help independent agricultural producers enter into value-added activities related to processing and/or marketing of new products; set aside for beginning and socially disadvantaged farmers; • Applicants are not required to be located in rural areas • Maximum Grants: \$75,000 Planning and \$200,000 Working Capital • https://www.rd.usda.gov/programs-services/business-programs/value-added-producer-grants 	<p>Cassidy McKinnon Rural Business Specialist 276-228-3513 Ext. 9380 cassidy.mckinnon@usda.gov</p>
<p><u>Biorefinery Assistance Program, USDA Rural</u></p>	<ul style="list-style-type: none"> • Provides loan guarantees for the development, construction and retrofitting of new and emerging technologies for advanced biofuels, renewable chemicals and bio-based products by providing loan guarantees for up to 80% of the total eligible project costs up to \$250 million 	<p>Cassidy McKinnon Rural Business Specialist 276-228-3513 Ext. 9380</p>

Quick Reference Guide of Financial Resources For Agriculture & Forestry Businesses in Virginia

<u>Development (Section 9003 Program)</u>	<ul style="list-style-type: none"> • Eligible projects include the development, construction, or retrofitting of commercial-scale bio-refineries using eligible technologies. • https://www.rd.usda.gov/programs-services/energy-programs/biorefinery-renewable-chemical-and-biobased-product-manufacturing-assistance-program 	cassidy.mckinnon@usda.gov
<u>Farm Ownership Loans (FO), USDA FSA</u>	<ul style="list-style-type: none"> • Loans for the purchase of farmland, to improve and expand current operations, increase agricultural productivity, and promote soil / water conservation. • Maximum loan amount is \$600,000 • Maximum repayment term is 40 years • https://www.fsa.usda.gov/programs-and-services/farm-loan-programs/farm-ownership-loans/index 	Dorine Ross, Farm Loan Program Chief, 804-287-1577 Dorine.Ross@usda.gov
<u>Farm Operating Loans (OL), USDA FSA</u>	<ul style="list-style-type: none"> • Loans may be used to purchase for normal operating expenses, machinery and equipment, minor real estate repairs or improvements and refinancing debt. • Maximum loan amount is \$400,000 • Generally repaid within 12 months or when the commodities produced are sold. • https://www.fsa.usda.gov/programs-and-services/farm-loan-programs/farm-operating-loans/index 	Dorine Ross, Farm Loan Program Chief, 804-287-1577 Dorine.Ross@usda.gov
<u>Down payment Farm Ownership Loans for Beginning Farmers, USDA FSA</u>	<ul style="list-style-type: none"> • Loan program to help beginning farmers and ranchers purchase a farm or ranch. This program also provides a way for retiring farmers to transfer their land to a future generation of farmers and ranchers. • Applicants must make a cash-down payment of 5% of purchase price of the farm. • Maximum 20 year term • https://www.fsa.usda.gov/programs-and-services/farm-loan-programs/beginning-farmers-and-ranchers-loans/index 	Dorine Ross, Farm Loan Program Chief, 804-287-1577 Dorine.Ross@usda.gov
<u>Youth Loans, USDA FSA</u>	<ul style="list-style-type: none"> • Loans to individual rural young persons (ages 10-20 at time of closing) to establish and operate income-producing projects of modest size in connection with their participation in 4-H clubs, FFA, and similar organizations • Project must provide an opportunity for the young person to acquire experience and education in agriculture related skills • Maximum loan \$5,000 • https://www.fsa.usda.gov/programs-and-services/farm-loan-programs/youth-loans/index 	Dorine Ross, Farm Loan Program Chief, 804-287-1577 Dorine.Ross@usda.gov
<u>Emergency Loans, USDA FSA</u>	<ul style="list-style-type: none"> • Loans to help producers recover from production and physical losses due to drought, flooding, other natural disasters, or quarantine • https://www.fsa.usda.gov/programs-and-services/farm-loan-programs/emergency-farm-loans/index 	Dorine Ross, Farm Loan Program Chief, 804-287-1577 Dorine.Ross@usda.gov

Quick Reference Guide of Financial Resources For Agriculture & Forestry Businesses in Virginia

<p><u>Loans for Beginning and Socially Disadvantaged Farmers/Ranchers, USDA FSA</u></p>	<ul style="list-style-type: none"> • Direct loan funds to help beginning and socially disadvantaged applicants buy and operate family-size farms and ranches • A socially disadvantaged (SDA) applicant is one of a group whose members have been subjected to racial, ethnic, or gender prejudice because of their identity as members of the group without regard to their individual qualities, including women, African Americans, American Indians, Alaskan Natives, Hispanics, Asians, and Pacific Islanders • Maximum loan amount of \$300,150 • https://www.fsa.usda.gov/programs-and-services/farm-loan-programs/minority-and-women-farmers-and-ranchers/index 	<p>Dorine Ross, Farm Loan Program Chief, 804-287-1577 Dorine.Ross@usda.gov</p>
<p><u>Farm Storage Facility Loan Program, USDA FSA</u></p>	<ul style="list-style-type: none"> • Loans to producers to build or upgrade farm storage and handling facilities for soybeans, peanuts, hay, renewable biomass, pulses and oilseeds. Corn, grain sorghum, oats, wheat, barley, fruits and vegetables are also eligible, subject to program requirements • https://www.fsa.usda.gov/programs-and-services/price-support/facility-loans/farm-storage/ 	<p>HL Kellam, Farm Program Chief, 804-287-1545 hl.kellam@usda.gov</p>
<p><u>Nonrecourse Marketing Assistance Loans, USDA FSA</u></p>	<ul style="list-style-type: none"> • Provide interim financing to meet cash flow needs without having to sell commodities when market prices are typically at harvest-time lows. Allows the producer to market crops when they choose. Producer has the option of delivering the pledged collateral instead of payment of the loan • https://www.fsa.usda.gov/programs-and-services/price-support/commodity-loans/non-recourse-loans/index 	<p>Rodney Young, Agricultural Program Specialist 804-287-1514 rodney.young2@usda.gov</p>
<p><u>Small Business Innovation Research (SBIR), USDA CSREES</u></p>	<ul style="list-style-type: none"> • Competitively awarded grants to qualified small businesses to support advanced concepts research related to important scientific problems and opportunities in agriculture that could lead to significant public benefit • https://www.nifa.usda.gov/grants/programs/small-business-innovation-research-program-sbir 	<p>Melinda Coffman, USDA SBIR Program Coordinator 816-854-0299 Melinda.Coffman@usda.gov</p>
<p><u>Community Food Projects Competitive Grant Program (CFPCGP) USDA - NIFA</u></p>	<ul style="list-style-type: none"> • These grants are intended to help eligible private nonprofit entities that need a one-time infusion of federal assistance to establish and carry out multipurpose community food projects specifically to help meet the food needs of low-income individuals • Planning Projects & CFP are funded from \$25,000-\$300,000 and from 1 to 3 years. • One-time grants that require a dollar-for-dollar match in resources • https://www.nifa.usda.gov/grants/funding-opportunities/community-food-projects-competitive-grants-program 	<p>Lydia Kaume, PhD. RDN, National Program Leader 816-642-4607 lydia.kaume@usa.gov</p>

Quick Reference Guide of Financial Resources For Agriculture & Forestry Businesses in Virginia

U.S. Department of Agriculture (USDA) Grant/Loan Programs For Producer Organizations, Non-Profits and Government

<p><u>Rural Cooperative Development Grants (RCDG), USDA Rural Development</u></p>	<ul style="list-style-type: none"> • Grants are made to non-profit organizations for establishing and operating centers for cooperative development for the primary purpose of improving the economic condition of rural areas through the development of new cooperatives and improving operations of existing cooperatives. • https://www.rd.usda.gov/programs-services/business-programs/rural-cooperative-development-grant-program 	<p>Cassidy McKinnon Rural Business Specialist 276-228-3513 Ext. 9380 cassidy.mckinnon@usda.gov</p>
<p><u>Socially-Disadvantaged Groups Grant</u></p>	<ul style="list-style-type: none"> • Provides technical assistance to socially-disadvantaged groups through cooperatives and Cooperative Development Centers • Examples of eligible technical assistance include: feasibility studies, business plans, strategic planning and leadership planning. • The Cooperative or center can be located in any area, but the groups assisted by that organization must be located in an eligible rural area. • https://www.rd.usda.gov/programs-services/business-programs/socially-disadvantaged-groups-grant 	<p>Cassidy McKinnon Rural Business Specialist 276-228-3513 Ext. 9380 cassidy.mckinnon@usda.gov</p>
<p><u>Rural Business Development Grant (RBDG), USDA Rural Development</u></p>	<ul style="list-style-type: none"> • Grants to public bodies, private nonprofit corporations, and federally-recognized Indian Tribal groups to finance and facilitate development of small and emerging private business enterprises in rural areas. Ten percent of funds are set aside for area wide economic development planning. • Grants limited to \$500,000, grants under \$100,000 receive the highest priority. • Funds to finance or develop small and emerging businesses with 50 or fewer employees and \$1,000,000 in annual revenue; funds do not go directly to the business. • Grants to establish revolving loan funds, purchase equipment or construct facilities. • Must be located in an eligible rural area which is defined as being outside of cities with a population of 50,000 or more and the surrounding built-up areas. • https://www.rd.usda.gov/programs-services/business-programs/rural-business-development-grants 	<p>Karsten Crutcher Business Programs Specialist 804-287-1604 Karsten.Crutcher@usda.gov</p>

Quick Reference Guide of Financial Resources For Agriculture & Forestry Businesses in Virginia

<u>Intermediary Relending Program (IRP), USDA Rural Development</u>	<ul style="list-style-type: none"> Loans made to intermediaries. Intermediaries re-lend funds to ultimate recipients for business facilities or community development. Loans from intermediaries to ultimate recipients must be for the establishment of new businesses, the expansion of existing businesses, creation of employment opportunities, saving of existing jobs, or community development projects. Eligible projects must be located outside of cities with a population of 50,000 or more. https://www.rd.usda.gov/programs-services/business-programs/intermediary-relending-program 	Karsten Crutcher Business Programs Specialist 804-287-1604 Karsten.Crutcher@usda.gov
<u>Rural Economic Development Loan & Grant Program (REDG), USDA Rural Development</u>	<ul style="list-style-type: none"> Funding for rural projects through electric & telephone utilities to promote sustainable rural economic development & job creation projects Requires 20% match by intermediary and 20% contribution by borrower. Project must be located in an eligible rural area which is defined as being outside of cities with a population of 50,000 or more and the surrounding built-up areas. https://www.rd.usda.gov/programs-services/business-programs/rural-economic-development-loan-grant-program 	Karsten Crutcher Business Programs Specialist 804-287-1604 Karsten.Crutcher@usda.gov
Virginia Foundation for Agriculture, Innovation and Rural Sustainability (VA FAIRS)		
<u>Cooperative Development Center</u>	<ul style="list-style-type: none"> Hosts Virginia's premier annual agriculture innovators challenge with \$30K in cash prizes to top contestants Has two main categories of assistance: Cooperative Development Services and Rural Business & Enterprise Development Services Provides Grant Assistance, Feasibility Studies, Business Planning, Strategic Planning, and Cooperative Assistance Specializes in assisting producers in applying for USDA's Value Added Producer Grant (VAPG), program outlined on page 2 of this document https://vafairs.com/ 	Whitney Perkins Assistant Director 804-290-1155 whitney.perkins@vafb.com
Small Business Administration (SBA)		
<u>Microloan 7(m) Loan Program, SBA</u>	<ul style="list-style-type: none"> Short-term loans to small businesses for working capital or the purchase of inventory, supplies, furniture, fixtures, machinery and/or equipment. Proceeds cannot be used to pay existing debts or to purchase real estate. Maximum loan is \$50,000 https://www.sba.gov/funding-programs/loans/microloans 	Find your local SBA district contact: https://www.sba.gov/tools/local-assistance

Quick Reference Guide of Financial Resources For Agriculture & Forestry Businesses in Virginia

<u>7(a) Loan Program, SBA</u>	<ul style="list-style-type: none"> • Provides new and growing businesses with loans of up to \$5 million with an SBA guaranty of 75% to 85%. • Loans may be used to purchase equipment, inventory, fixtures, leasehold improvements, working capital, debt refinancing for compelling reasons, change of ownership. • https://www.sba.gov/funding-programs/loans/7a-loans 	Find your local SBA district contact: https://www.sba.gov/tools/local-assistance
<u>SBA Express Loan Program, SBA</u>	<ul style="list-style-type: none"> • Provides term loans and revolving lines of credit up to \$350,000 with a 50% guaranty • Lenders use their own application forms and procedures and follow their own collateral policy • Quick SBA turnaround of 36 hours or less • Approved lenders have delegated credit authority • https://www.sba.gov/category/type-loan/sba-express 	Find your local SBA district contact: https://www.sba.gov/tools/local-assistance
<u>Small 7(a) Loan Program, SBA</u>	<ul style="list-style-type: none"> • Provides new and growing businesses with loans of up to \$350,000 with an SBA guaranty of 75% to 85%. • Loans may be used to purchase equipment, inventory, fixtures, leasehold improvements, working capital, debt refinancing for compelling reasons, change of ownership • Simplified Program open to lenders with an average of less than 20 SBA loans a year for the past three years https://www.sba.gov/funding-programs/loans/7a-loans 	Find your local SBA district contact: https://www.sba.gov/tools/local-assistance
<u>Certified Development Company (504) Loan Program, SBA</u>	<ul style="list-style-type: none"> • Provides growing businesses with long-term, fixed-rate financing up to \$5 million for major fixed assets, such as land and buildings. • Typically, a 504 project includes a loan secured with a senior lien from a private-sector lender covering up to 50 percent of the project cost, a loan secured with a junior lien from the Certified Development Company (CDC) (backed by a 100 percent SBA-guaranteed debenture) covering up to 40 percent of the cost, and a contribution of at least 10 percent equity from the small business being helped. 	Find your local SBA district contact: https://www.sba.gov/tools/local-assistance
<u>Small Business Investment Companies Program (SBIC), SBA</u>	<ul style="list-style-type: none"> • Small businesses which qualify for assistance from the SBIC program are able to receive equity capital, long-term loans, and expert management assistance. • https://www.sba.gov/funding-programs/loans/504-loans 	Find your local SBA district contact: https://www.sba.gov/tools/local-assistance
Virginia Small Business Finance Authority (VSBFA) Loan Programs		
<u>Virginia Small Business Financing Authority</u>	<ul style="list-style-type: none"> • Program supports bank loans to eligible small businesses to hold as additional collateral • Maximum cash collateral is \$500,000 or 40% of the bank loan or line, whichever is less • Bank uses its own documentation and sets the interest rate. 	Joe Shearin Executive Director 804-371-0008

Quick Reference Guide of Financial Resources For Agriculture & Forestry Businesses in Virginia

<u>Cash Collateral Program</u>	<ul style="list-style-type: none"> • https://www.sbsd.virginia.gov/virginia-small-business-financing-authority/ 	Joe.Shearin@sbsd.virginia.gov
<u>Virginia Small Business Financing Authority Loan Guarantee Program</u>	<ul style="list-style-type: none"> • Program guarantees up to 75% of a bank loan or line of credit to an eligible small business or 501 (c) (3) non-profit. • Maximum guaranty is \$750,000. • Bank uses its own documentation and sets the interest rate. • https://www.sbsd.virginia.gov/virginia-small-business-financing-authority/ 	Joe Shearin, Executive Director 804-371-0008 Joe.Shearin@sbsd.virginia.gov
<u>Virginia Small Business Financing Authority Economic Development Loan Fund</u>	<ul style="list-style-type: none"> • Program is designed to fill the financing gap between private debt financing and private equity. • Funds are available to local economic development authorities, 501 (c) (3) non-profits, and qualifying new and expanding businesses, including agri-businesses that are creating new jobs or saving “at risk” jobs in Virginia. • Loans available for fixed asset (land, building, equipment, etc.) financing needs. • VSBFA’s portion of the loan will be up to 40% of the total project amount or \$1,000,000, whichever is less. • https://www.sbsd.virginia.gov/virginia-small-business-financing-authority/ 	Joe Shearin, Executive Director 804-371-0008 Joe.Shearin@sbsd.virginia.gov
<u>Virginia Small Business Financing Authority Small Business Microloan Program</u>	<ul style="list-style-type: none"> • Provides up to \$25,000 to existing small businesses for equipment and working capital • Does not require a bank’s participation in the transaction • Requires a minimum credit score of 650 and two years in business • Loans made for up to 48 months at a low fixed rate • https://www.sbsd.virginia.gov/virginia-small-business-financing-authority/ 	Joe Shearin, Executive Director 804-371-0008 Joe.Shearin@sbsd.virginia.gov
<h3 style="color: green;">Other Resources Available</h3>		
Partner Community Capital	<ul style="list-style-type: none"> • Provides debt or subordinated debt ranging from \$35,000 to \$500,000 for early to expansion-stage companies with market traction & growth opportunities. NCIF often partners with traditional lenders to provide gap financing for transactions. • Stage: Sectors targeted: sustainable forestry and forest products; value-added & sustainable agriculture; renewable energy and fuels; eco- and heritage tourism; energy efficiency; natural medicines; green building; environmental services; recycling & water conservation. • Focused on Southwest and Southside Virginia. • https://www.conservaionfund.org/type-of-place/24-programs/natural-capital-investment-fund 	Marten Jenkins, CEO 304-870-2207 mjenkins@partnercapital.org www.partnercap.org

Quick Reference Guide of Financial Resources For Agriculture & Forestry Businesses in Virginia

<u>Farm Credit</u>	<ul style="list-style-type: none"> • Nationwide network of borrower-owned lending institutions specializing in ag-lending, often collaborating with USDA Farm Service Agency • Offers a Young, Beginning, and Small Producers Program that provides education and mentoring 	<p>To find the office serving your area, go to: www.farmcredit.com/locations</p>
<u>Virginia Tobacco Region Revitalization Commission Agribusiness Grant Program</u>	<ul style="list-style-type: none"> • Provides grants and loans for Agribusiness development projects in tobacco region of Southwest and Southern VA that can demonstrate increased farm income for producers through improved facilities, new crops, value-added processes, cooperative marketing etc. • Applications must be submitted by government entities or IRS-designated non-profits • Beneficiaries may include private farms and businesses, subject to certain conditions. • https://www.revitalizeva.org/grant-loan-program/grant-loan-programs/agribusiness-grant-program/#:~:text=The%20purpose%20of%20the%20Commission's,tobacco%20and%20tobacco%2Drelated%20business 	<p>Andy Sorrell 804-894-9653 ASorrell@revitalizeva.org</p>
<u>Tobacco Region Opportunity Fund</u>	<ul style="list-style-type: none"> • TROF incentive grants and loans assist in the creation of new jobs and private capital investment, whether through business attraction or expansion. • Applications may be submitted at any time, but must be submitted by local governments on behalf of private companies • The locality and private company must both sign a performance-based agreement to meet job and investment targets within a 36-month period • https://www.revitalizeva.org/grant-loan-program/grant-loan-programs/tobacco-region-opportunity-fund-grant-program/ 	<p>Jordan Butler 804-894-9652 jbutler@revitalizeva.org</p>

For more information, please contact:
Rachel Meyers (804-786-6911, Rachel.Meyers@vdacs.virginia.gov)
<https://www.vdacs.virginia.gov/marketing-agriculture-and-forestry-development.shtml>