A Guidebook of the Northeast Network of Immigrant Farming Projects





Applying for a Farm Service Agency (FSA) Loan

In this guide, you will learn about:

- * Types of Loans Explained
- * Step-By-Step Instructions
- Preparing Your Application
- * Resources and Contact Information
- * Definitions of Common Terms



Northeast Network of Immigrant Farming Projects

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Purpose of this Guide

This guide is written for people who need extra resources for starting up, expanding or owning their own farm business. If you are thinking about borrowing money to start or grow a farm business, it is a good idea to ask yourself a lot of questions before you begin. Before you borrow money, you will need to invest time learning about your options and procedures for applying. This guide will help you ask many of the questions that will help through the loan process.

You will benefit from this guide if you:

- · have been farming a long time need resources to expand your business
- need resources to begin a farm business
- have been a farmer in another country and need resources to start a farm in the US

It may be helpful for you to use this workbook with someone who can guide you to more farming information, such as an experienced farmer, staff member of a farm service organization, or other service provider. We recommend you involve your whole family in completing the worksheets in this guide to make sure everyone understands the process and risks involved in borrowing money.

Remember, there are no right or wrong answers! The information you discover as you work through this guide is your own and each person may have different goals, resources, and ways to get started in farming or expanding their farming business. Be as honest as you can in your answers to many of the questions.

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Introduction

As a farmer, whether you are just starting out or have many years of experience, there come times when you need to borrow money. Think about the following questions:

- Do you want to lease or buy a farm?
- Do you need to buy things like a tractor, irrigation pipes, or a greenhouse for your farm business?
- Do you already own or rent farmland and want to expand your farm business?
- Has a natural disaster such as drought, flooding, or a bad storm ruined your crops or damaged your farm buildings or your equipment?

If you answered "yes" to any of these questions, you might be able to apply for a loan from the Farm Service Agency (FSA).

What is the Farm Service Agency?

The FSA is part of the United States government. It is an agency that lends money to farmers to help them start up and stay in business. The FSA also backs up or "guarantees" loans made by banks to farmers. If you get a loan from the FSA or a bank, you must pay the money back over time. In addition to the amount you borrow, you also must pay interest back to the FSA or the bank. A loan can help you by giving you a large amount of money up front when you need it for major expenses like buying or renting land, machines, equipment, or farm supplies.

What is the purpose of this guide?

The FSA has different kinds of loans that you can apply for, depending on your current farming status and what you need the loan for. This guide will help you to answer the following questions:

- What kind of loan do you need?
- Are you eligible to apply?
- What is the loan application process?
- What papers or documents do you need to apply?

At the back of the guide, you will also find some definitions for words that you might not be familiar with. There is also a list of important organizations that you can contact to find more information and get help on how to apply for FSA loans.

This guide will help you get started in the process of applying for an FSA loan for your farming business. However, you will also need to talk to many other people to find out some of the information that is required. Everyone's story or situation is different, so applying for a loan will be a little bit different for you than it is for another farmer going through the same process. This guide gives general information, but you will need specific advice from your loan officer and your business advisor in order to complete your loan application.

Introduction Summary:

- The Farm Service Agency (FSA) is part of the U.S. government
- The FSA makes loans directly to farmers for start-up, operating, and emergency costs
- The FSA also guarantees loans made by banks to farmers
- This guide will help you to get started thinking about what kind of loans you may be eligible for and how to begin the loan application process
- You will need to talk with many people such as FSA employees, bank loan managers, and a business advisor to review your own particular situation and loan needs





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Overview of the Loan Application Process

There are many steps to applying for an FSA loan. This guide lists the basic steps that you will be required to take:

- 1. Decide what kind of loan you need.
- 2. Find out if you are eligible to apply for the loan.
- 3. Develop a business plan showing how much money you need, how you will use the loan money, and how you will be able to pay it back.
- 4. Gather documents, including a résumé (work history), financial statements, lease agreements or deeds, and business records.
- 5. Apply for a loan from a bank first.
- If declined, meet with an FSA loan officer to apply for an FSA-guaranteed loan or a direct loan from the FSA.
- 7. FSA will send you a letter to tell you if they approved your loan or not.
- 8. If approved, FSA or your bank lender will give you the money and details about paying the loan back.
- 9. Start farming!

3 What Kind of Loan Do You Need?

There are many different kinds of loans available to farmers. Before you apply, you need to decide what kind of loan you need. What will you use the loan money for? You might end up applying for more than one loan at the same time if you need money for different purposes. Use the chart below to think about the kind of loan you will apply for. "Direct" loans are made by the FSA itself, using government money. "Guaranteed" loans are made by private lenders such as banks, Farm Credit System institutions, or credit unions.

After thinking about what you need a loan for, make a check mark in the boxes next to the loan types you will consider. We will talk more about the different loan types in the next section.

WH	AT DO YOU NEED MONEY FOR?	LO	AN TYPES YOU SHOULD CONSIDER	
•	Buy Land	•	Direct Farm Ownership	
	Construct buildings		Guaranteed Farm Ownership	
•	Carry out soil or water conservation projects on your farm			
•	Buy a farm for the first time	•	Beginning Farmer Down Payment Farm Ownership	
		•	Direct Farm Ownership	
			Guaranteed Farm Ownership	
7	Buy livestock, feed, poultry, equipment, seed, farm supplies	•	Direct Operating	
	Carry out soil or water conservation projects on your farm	•	Guaranteed Operating	
•	Recover from an emergency or natural disaster that has ruined your crops, livestock, farm buildings, or your farming operations	•	Direct Emergency	
•	Refinance your current farm loans	•	Direct Operating	
			Direct Emergency	
			Guaranteed Operating	
		·	Guaranteed Farm Ownership	







What Kind of Loan Do You Need? (continued)

Description of Loan Types: Loan Terms and Amounts

Now that you have thought about the kind of loan you need, it is important to learn some details about how the loans work. What is the main purpose of the loan? How much money do you need? How long will you have to pay back the loan?

There are three basic kinds of FSA loans:

- farm ownership loans, which help you buy farms or farmland;
- · operating loans, which help you to buy supplies and equipment; and
- emergency loans, which help you to recover from storms or natural disasters that damage your farm business.

The table on Page 11 shows the different kinds of FSA loans, the highest amount that the loans can offer, and the terms of the loans. The maximum loan amount tells you the highest amount that you can apply for under each different loan type, but you can apply for any amount under the maximum. You do not have to borrow the highest amount. The terms of a loan tell you how long you will have to pay back the loan, what the interest rate will be, and other conditions of the loan.

When you take out a loan through the FSA or any other bank, you have to pay the loan back over time. For example, if you borrow \$100,000, you will have to pay back that \$100,000 over a period of years. You will also have to pay for the loan service that the FSA or bank is providing to you. The interest rate is the cost that you pay to the FSA or your private lender to borrow money. This is money that you have to pay in addition to the original amount of money that you borrow. In the example above, when you have finished making all of your payments for the \$100,000 loan, you will have paid more than that amount back to the bank because of the interest. The interest rate is shown as a percentage rate (%). A lower interest rate means that the cost of borrowing the money is lower, so you pay a smaller amount in interest fees. A higher interest rate means that the cost is higher, and you will pay more to borrow the money. Some interest rates are fixed, which means that the percentage rate (%) stays at the same level the entire time you are paying back your loan. Other interest rates are variable, which means that the percentage rate (%) can change from year to year while you are paying back your loan.

LOAN PROGRAM	MAXIMUM LOAN AMOUNT	TERMS & CONDITIONS
Direct Farm Ownership	\$200,000	 Term: Up to 40 years Interest rates will vary Temporary limited resource interest rates are available for people unable to repay at regular rates Interest rate 5% if half of loan amount will be provided by other lender
Beginning Farmer Down Payment Farm Ownership	40% of the farm purchase price OR appraised value, whichever is less	Term: 15 yearsInterest rate: 4%
Direct Operating	\$200,000	 Term: 15 years Interest rates will vary Temporary limited resource interest rates are available for people unable to repay at regular rates
Direct Emergency	\$100 actual or physical losses \$500,000 maximum total FSA loans	 Term: From 1 to 7 years for non-real estate purposes Up to 40 years for physical losses on real estate Interest rate: 3.75%
Guaranteed Operating	\$899,000 (this amount changes every year)	 Term: From 1 to 7 years Interest rates cannot be higher than those charged lenders' average farm customers Interest rate reduction of 4% available for those unable to repay at regular rates (with certain limitations)
Guaranteed Farm Ownership	\$899,000 (this amount changes every year)	 Term: Up to 40 years Interest rates cannot be higher than those charged lenders' average farm customers



page 1.

What Kind of Loan Do You Need? (continued)

Beginning Farmer and Socially Disadvantaged Farmer Loans

Each year, the FSA makes sure that some of the Direct and Guaranteed loans go to beginning farmers and to socially disadvantaged farmers. These loans work the same way as regular Direct and Guaranteed loans, but there is money set aside every year especially to help farmers who are just starting up and farmers who may face discrimination based on gender, race, or ethnicity. If you think you are eligible, make sure to ask your FSA loan officer about these programs.

You could qualify for a Beginning Farmer Direct or Guaranteed loan if you started farming in the United States less than 10 years ago.

You could qualify for a Socially Disadvantaged Farmer Direct or Guaranteed loan if you are:

- a woman of any race or ethnicity
- an African American
- an American Indian
- an Alaskan native
- Hispanic
- an Asian American, or a Pacific Islander





Are You Eligible to Apply for an FSA Loan?

Depending on the kind of loan you want to apply for, you will have to meet certain requirements. Different kinds of loans have different eligibility requirements. Before you apply for a loan, you should make sure that you are eligible. Use the checklist to find out if you can apply for the loan(s) you want. You must be able to answer "Yes" to every item for the kind of loan you want to apply for.

	YES	NO
DIRECT LOANS (FARM OWNERSHIP, OPERATING, EMERGENCY, BEGINNING FARMER)		
I have enough training, education, or experience running a farm to show that I can effectively manage my farm		
Farm Ownership Loans Only: I have at least 3 years experience in managing a farm business		
Beginning Farmer loans only: I have operated a farm for less than 10 years		
Beginning Farmer loans only: If I currently own a farm, it is less than 30% of the average farm size in my county		
I am a citizen of the United States or a legal resident alien		
I am legally able to take out a loan (I am an adult and can make my own legal decisions)		
I have tried to get a loan from a private lender, but have been turned down *		
I can show that I have a good credit history (I pay my bills on time)		
I will be the one who owns or runs the farm, and it is a family-sized farm		
I have never had a FSA loan before that I failed to pay back		
I am currently not behind on any loan payments that I owe the United States government		
GUARANTEED LOANS (FARM OWNERSHIP, OPERATING)		
I am a citizen of the United States or a legal resident alien		
I can show that I have a good credit history (I pay my bills on time)		
I am legally able to take out a loan (I am an adult and can make my own legal decisions)		
I have applied for a loan but the bank will not approve my loan without a FSA guarantee *		
In the past, I have not caused the FAS to lose money by asking for debt forgiveness more than 3 times		
I will be the one who owns or runs the farm, and it is a family-sized farm		
I am not behind on any loan payments that I owe the U.S. government		

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*The goal of the FSA loan program is to support farmers who can't get loans from banks. Part of the FSA loan process requires you to first apply to a bank for a loan and to show that you have been rejected.

Develop Your Business Plan

In order to get an FSA loan, you need to create a detailed business plan. A business plan describes:

- · Your mission, vision, and goals for your farm business
- Your current assets (valuable things or investments you own) and liabilities (debts, loans, or payments you owe)
- What your farm business will produce, and what makes your products unique, valuable, or different from other farmers' products
- How/where you will advertise and sell your products and develop your farm business
- How you will earn enough money to pay your business expenses and support your personal family living expenses

Thinking about all of these different issues may seem overwhelming to you. You might be thinking, "Do I really need to create a full business plan? It seems like a lot of work, and all I want to do is sell my products at farmers' markets and local stores or restaurants. How hard can that be?"

The answer is YES, you should create a thoughtful business plan. Why? Here are a few reasons:

Reasons to Create a Good Business Plan

- 1. A good business plan is required to get a loan. Lenders look closely at business plans to judge whether they think your business can work.
- 2. A business plan will help you get organized. A business plan can help you to make sure you are taking all of the necessary steps and remembering all of the details.
- 3. The business plan will act as your guide. Later, you can look back at it to measure your progress.
- 4. A business plan will help you to think carefully about why you want to farm. Is it because you enjoy working for yourself, or you like being outside, or raising food is your passion, or because it provides a supportive environment for your family? As your business grows, you can look back at your business plan and think about whether it is fulfilling those values.

Your business plan is very important. It shows that you have seriously thought about your goals and plans for the future. It shows that you understand all parts of your farm business. This means that you have thought about all of the possible expenses you will have to pay, and how much you need to earn from your sales to pay those expenses. It also shows why you think you can succeed in your business and how you plan to reach your goals. Your business plan is like a road map that shows how you will move from where you are now to where you want your farm business to be in the future. Finally, a good business plan that describes your financial and lifestyle goals will help you to evaluate your progress as you establish your new farm business.

Where do you start?

Creating a good business plan takes a lot of time and effort. You should find a business advisor who can help you in the process. There are many sources for professional advice. Your FSA Loan Officer may be able to refer you to an advisor who has experience in advising farmers.

The Small Business Association (SBA), an independent government agency, offers business planning assistance through its Small Business Development Centers (SBDCs).

There is also an organization called SCORE that can match you up with a volunteer business advisor. SCORE volunteers are people who have a lot of experience in running and managing businesses, so they can give you advice on how to create a good business plan.

It may be helpful to attend workshops that focus on business planning. Check with the Northeast Organic Farming Association of Massachusetts (NOFA/Mass) to see if there is a Practical Skills Workshop on farm business planning. The Massachusetts Department of Agricultural Resources (MDAR) also offers an Agricultural Business Training Program each year.

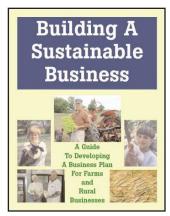
In Lowell, the Lowell Small Business Assistance Center (SBAC) offers business counseling, training programs, and a drop-in resource center.

The contact information for SBA, SBDCs, SCORE, NOFA/Mass, MDAR, and Lowell SBAC are listed at the back of this guide on pages 29-31.

Develop Your Business Plan (continued)

Farm Business Plan Guides

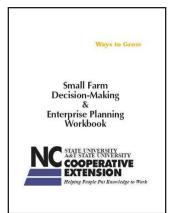
Here are three examples of farm business planning guides that can help you think about all of the important parts of your business:



Building a Sustainable Business: A Guide to Developing a Business Plan for Farms and Rural Businesses.

Developed by the Minnesota Institute for Sustainable Agriculture and co-published by the Sustainable Agriculture Network. © 2003.

Available free online at http://www.misa.umn.edu/vd/bizplan.html



Small Farm Decision-Making & Enterprise Planning Workbook.

North Carolina State University Cooperative Extension. © 1992.

Available free online at http://agmarketing.extension.psu.edu/begfrmrs/SmlFrmDecisionMakingWrkbk.pdf

	ACCION USA Business Plan
(-	Business Name
-	Name(s) of Owner(s)
-	Address, City State 7tp
Phone number	Fax number:
set a loan,	
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Accion USA Business Plan Template.

Accion USA Small Business Resources. © 2007.

Available free online at http://www.accionusa.org/atf/cf/%7B94AE2258-7F09-4D1D-843D-1585EF06DE5F%7D/Bplan.pdf

Starting Your Business Plan

There are many different styles of business plans. Some are written documents; others may be a set of worksheets that you complete. A list of farm business planning guides are presented at the back of this book.

No matter what format you choose, you will have to think about several key aspects of your farm business. Write down some thoughts in the spaces below to start thinking about each part of your business plan. Or, have somebody interview you by asking you the questions below and taking notes on your answers.

Use the worksheets here as a starting place. Write down or say out loud a few thoughts for each question. Remember, you will answer these kinds of questions in more detail when you sit down to create your official farm business plan with your advisor. This worksheet will help you get started thinking about your plan.

1) Think about your values, vision and goals for your farm. What is important to you? For example:

I want to develop a farm business to support me and my family
My farm will follow sustainable agriculture principles that improve the soil,
water, and wildlife habitat;
I will seek organic certification to provide safe, clean food for my community.

1 will seek organic certification to provide safe, clean food for my community

2) Describe your farm business. How big is your farm? Who owns it? When was it started? For example:

I farm on 3 acres of rented land in Dracut, MA

Landowner: John Smith

I started this farm 3 years ago.

5 Develop Your Business Plan (continued)

3) Describe your products. What are the key features of your products? Why are your products unique? What are the benefits of buying your products? For example:

Products: fresh vegetables, both traditional New England crops and specialty
Asian crops.

Features: Fresh, local, naturally grown, specialty crops hard to find in supermarkets.

Unique: No one else in the area sells the specialty Asian crops.
Benefits: Fresh, tasty, healthy, high quality

4) What are your markets? Where do you sell your products? Who are your customers? How many customers do you have? Is your business seasonal or year-round? What are the prices of your products? How do you set the prices? For example:

Markets: 2 farmers' markets in Lowell and Lynn; 1 Asian grocery store; my neighbors; a weekly flea market

Customers: Lowell/Lynn area residents—many are from Southeast Asia, but about 1/3 are Massachusetts natives; Asian store owner

of customers: About 50 returning customers at farmers' markets and flea markets; approx. 200 new customers each week; 1 wholesale customer

Length of season: Seasonal, selling fresh products from May—November

Prices: Based on market research among other local producers and USDA terminal market reports. Prices higher at farmers' markets than at flea market. Lower wholesale prices for Asian grocery store based on volume

- 5) What is your marketing strategy? Who are your competitors? How will you advertise, market, package, or display your products? How will you manage your inventory? How will you price your products competitively? For example:
 - Competitors: Other local vegetable farmers, about 5 other Asian growers in my area; Supermarket suppliers
 - Promotion: I have a pop-up tent with colorful tables and a banner with my farm name on it for markets. As little packaging as possible to fully display fresh products. Stickers for wholesale boxes with my farm logo and contact information.
 - Inventory: I will consult my sales records from past years to see how much inventory I sold throughout the season. Based on this, along with developing more promotional strategies, I will aim to increase my sales by 10% this season.
 - Pricing: I will research other sellers' prices at farmers' markets and flea
 markets, and check weekly USDA produce reports. In order to increase
 revenue, I will not set my prices at rock bottom, but will stress their freshness
 and high quality to appeal to customers.





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5 Develop Your Business Plan (continued)

6) Think about what resources you already have that will contribute to your farm business. These things you already have are called your assets. What are your assets? For example:

Farming tools and equipment

Farm plot and farming experience

Money that I will put toward my start-up costs

Other members of my family who will help run the farm

7) Think about your current obligations and debts .These are your liabilities.

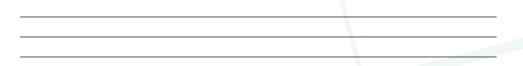
What are your liabilities?

For example:

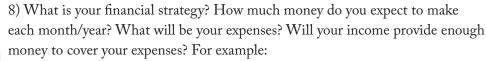
Home mortgage or rent

Car loan

Credit card balance







Income: Based on last year's sales, I expect to make at least \$10,000 from my farm products

Expenses: \$2,000 farm plot rent + \$500 custom tilling + \$1,200 seeds, tools, and supplies + \$800 irrigation system + \$600 water + \$1,000 transportation = \$6,100

Total profit: Income \$10,000 - Expenses \$6,100 = \$3,900

How will you measure your farm business performance? For example:

Sales and Budget projections—weekly records of income and expenses

Expansion into new markets: increase wholesale sales to more than one grocery store



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Gather Your Documents

The next step in applying for an FSA loan is to collect your important papers and complete required forms. You might want to ask your business advisor for help when you fill out your forms. Even though it might take a lot of time to put together your documents, it will save you time later when the FSA is looking at your application.

Below is a list of the documents you will need for your FSA loan application. Use this as a checklist, placing a check mark as you complete each document.

FSA Forms

Available free online at www.fsa.usda.gov/eforms/mainservlet. Forms are also included at the back of this book in Appendix C.

FORM	FORM NAME	PAGE#
FSA Form 410-1* (also available in Spanish	Application for Direct Loan Assistance	
FSA Form 440-32	Varification of Debts and Assets	
FSA Form 2037	Farm Business Plan Worksheet: Balance Sheet	
FSA Form 2038	Farm Business Plan Worksheet: Projected / Actual Income and Expense	
Form 1910-5	Request for Verification of Employment	

^{*} You will have to pay a credit report fee to FSA so they can request your credit history. The amount of the fee varies, depending on the structure of your farm business and how many people are applying for the loan.

NOTE: There may be more forms that you need to fill out, depending on your situation. Your FSA Loan Officer should tell you which forms you need to complete.





Photo by Fedrigo

Additional Documents

In addition to the loan application forms, you will need to gather several other documents when you apply for an FSA loan:

DOCUMENT	DESCRIPTION				
Farm Description	A short (1-3 paragraphs, typed) description of your farm business				
Résumé	A work history describing your farm experience, training, and farm management history. Your resume must show that you have at least 1 year of farming experience				
Loan Rejection Letter	Proof that you have applied to a private bank or lender for a farm loan and have been rejected. This could be a rejection letter from your bank. Sometimes your FSA Loan Advisor may take a verbal rejection rather than requiring a written letter. See Step 5 below.				
Financial Records	Five years of your financial records, such as your income tax return and your farm sales records				
Leases and Contracts	Farm lease, rental agreements, or other contracts that affect the operation of your farm business				
Conservation Practices	Your FSA Loan Advisor will help you to meet this requirement showing that you comply with required conservation programs.				

Applying for a Guaranteed Loan

If you are applying for a guaranteed loan rather than a direct FSA loan, you may need to fill out different forms or follow a different process. Even if you are applying for a guaranteed loan, you should contact an FSA Loan Officer for help with your application, if you need it.



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Applying for a Bank Loan First

Before you can apply for an FSA loan, you must apply to a bank or private lender first. This is because the purpose of FSA loans, under US law, is to assist farmers who can't get loans without government help. Farmers who get FSA loans are often beginning farmers who can't get a private loan because they lack the resources, assets, or experience required by many private lenders.

Here are some of the banks and other lenders serving the Lowell, Massachusetts area where you could apply for your loan:

First Pioneer Farm Credit, ACA 2 Constitution Drive Bedford, NH 03110-6010

Tel: 603.472.3554 Fax: 603.472.8048

Branch manager: David Bishop bedford.nh@firstpioneer.com

www.firstpioneer.com

Enterprise Bank 430 Gorham St. Lowell, MA 01852 Tel: (978) 656-5518 Fax: (978) 937-1919

www.enterprisebanking.com

Lowell Five Merrimack Plaza Lowell, MA 01852 Tel: (978) 452-1300 Fax: (978) 441-6534

www.lowellfive.com



TD Banknorth 45 Central St. Lowell, MA 01852 Tel: (978) 454-1114 www.tdbanknorth.com

Bank of America 502 Bridge St. Lowell, MA 01850 Tel: 1-800-841-4000 www.bankofamerica.com

Apply for an FSA Loan

By now, you have done most of the hard work. You have created your business plan, completed your application forms, and gathered your documents together to prepare your FSA loan application.

Now it is time for you to schedule an appointment with your FSA Loan Officer to submit your application. You probably already know your loan officer, so don't be too nervous! If you have made it to this point, your loan application should be all set.

Your loan officer will talk with you about your farm business and your plans for the future. If anything is missing from your application, the loan officer should let you know right away so that you can gather the missing information.

Tips for Your Loan Application Meeting

- Dress professionally and be on time for your appointment. This shows that you are serious about the loan process and your farm business.
- Be prepared. Bring extra copies of your application forms and documents. Remember to save copies for yourself as well!
- Make sure to ask questions if there is anything you do not understand. Your Loan Officer should be happy to clarify issues that are confusing. Remember, this is your farm business and you should understand all of the details!
- Be open and honest. Answer honestly to questions that the loan officer asks. Be excited! This is your chance to show how excited, hopeful, and enthusiastic you are about starting or expanding your farm business.



NNIFP



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The FSA Loan Application Decision

Once you meet with your FSA Loan Officer and submit your application, FSA will review your documents, check your credit history and references, and make a decision. While your application is in review, FSA will send you letters to confirm each step in the process.

You should receive a few letters from FSA, such as:

- A letter confirming that your application has been received
- A letter notifying you that more information or documentation is needed
- A letter containing the final decision on your application

If your application for a loan is rejected, FSA will tell you:

- The reason for rejection
- How you can appeal the decision
- How to re-apply





Getting Your Loan Money

If your application is approved, FSA will notify you by letter. They will tell you:

How the loan money will be delivered to you (for example, by check, by direct deposit into your bank account, or wire transfer)

The terms of repayment on your loan, including the length of the loan, your monthly payment amount, the interest rate, and how to make your payments

Once You Have Your FSA Loan Money...

Make sure you understand the conditions of the loan, including

- the interest rate,
- the length of the loan
- · your monthly payment amount
- how to make your payments each month
- What the loan money can be used for

Remember to pay your loan on time each month. If you cannot make a payment, contact your FSA loan officer or bank officer immediately to discuss other payment options

Keep all of your loan and financial records together in a safe place so that you can find them easily



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11 Grow Your Farm Business!

Congratulations! You have completed the FSA loan application process. With your loan money, you can purchase a farm, construct a new barn, buy a tractor, install processing facilities, or use it to expand your farm business in whatever way you choose. You also have a good business plan that will be your guide as your farm business grows and changes. Good luck!

12 Appendix A: Additional Resources and Contact Information

Farm Service Agency (FSA), a Division of the United States Department of Agriculture (USDA)

Website: www.fsa.usda.gov

Farm Service Agency (FSA) - Hampshire/Hampden County Office 195 Russell Street, Suite B5

Hadley, MA 01035-9521

Tel: (413) 585-1000 Fax: (413) 586-8648

Randy Kleiner, Farm Loan Manager - Worchester/Franklin/Hampshire/

Berkshire/Hampden Counties

Tel: (413) 585-1000 ext. 107

Email: randy.kleiner@ma.usda.gov

Farm Service Agency (FSA) - Middlesex/Essex County Office

319 Littleton Road, Suite 203

Tel: (978) 692-5163 ext. 100

Fax: (978) 392-1305

David DeFreest, Farm Loan Manager—Plymouth, Barnstable, Dukes, Nantucket

Counties

Tel: (978) 692-5163 ext 113.

Email: david.defreest@ma.usda.gov

Rhode Island State Farm Service Agency

60 Quaker Lane

Warwick, RI 02886-0114

Tel: (800) 551-5144

Roxanne Boisse, Farm Loan Manager—Bristol, Suffolk and Norfolk Counties

Tel: (402) 828-3120

E-Mail: Roxanne.Boisse@ri.usda.gov

Small Business Administration (SBA)

SBA Answer Desk: 1-800-U-ASK-SBA (1-800-827-5722)

Email: answerdesk@sba.gov Website: www.sba.gov

Small Business Administration (SBA) - Boston District Office

10 Causeway St., Room 265

Boston, MA 02222 Tel: (617) 585-5590

G.Jean Sawyer, Acting District Director

Tel: (617) 565-8514 Email: gjsawyer@sba.gov

Small Business Development Center (SBDC) - Massachusetts Office

227 Isenberg School of Management

121 President's Drive

Amherst, MA 01003-9310

Tel: (413) 545-6301 Fax: (413) 545-1273 Website: www.msbdc.org

Georgianna Parkin, State Director

Tel: (413) 545-6301

Email: gep@msbdc.umass.edu

Appendix A: Additional Resources and Contact Information (continued)

Small Business Development Center (SBDC) - Salem State College

121 Loring Ave., Suite 310

Salem, MA 01970 Tel: (978) 542-6343 Fax: (978) 5426345

Website: www.salemstate.edu/sbdc

Walter Manninen, Senior Business Counselor

Tel: (978) 542-6343

Email: wmanninen@salemstate.edu

SCORE Small Business Counselors—Northeastern Massachusetts Chapter

Danvers Savings Bank

100 Cummings Center, Suite 101K

Beverly, MA 01915 Tel: (978) 922-9441

Website: www.scorenemass.org

SCORE Small Business Counselors—Lowell Office

The Lowell Plan/L.F.D.C.

11 Kearney Square Lowell, MA 01852 Tel: (978) 459-9899

Northeast Organic Farming Association—Massachusetts (NOFA/MA)

411 Sheldon Rd. Barre, MA 01005

Tel: (978) 355-2853

Website: www.nofamass.org

Tom Szekely, Practical Skills Workshop Coordinator

PO Box 611

Lincoln, MA 01773 Tel: (781) 894-4358

Email: seedpotato@yahoo.com





251 Causeway St., Suite 500

Boston, MA 02114 Tel: (617) 626-1700 Fax: (617) 626-1850

Website: www.mass.gov/agr

Massachusetts Department of Agricultural Resources (MDAR) Agricultural Business Training Program

Rick Chandler

25 West Experiment Station

Amherst, MA 01003

Tel: (413) 577-0459

Email: rchandler@umext.umass.edu

ACCION USA

56 Roland St., Suite 300

Boston, MA 02129

Tel: 1-866-245—783

Fax: (617)-625-7020

Website: www.accionusa.org

Lowell Small Business Assistance Center (SBAC)

88 Middle St., 2nd Floor

Lowell, MA 01852

Tel: (978) 322-8400

Fax: (978) 441-6824

Website: www.lowellsbac.org

Russ Smith, Executive Director/Lead Business Counselor

Tel: (978) 322-8400

Email: rsmith@comteam.org

Assets: Valuable property owned by a person, both tangible (like land, buildings, vehicles) and intangible (like training, experience).

Default: When a person does not pay back a loan that they owe to a bank or lender. When someone defaults on a loan, the bank or lender has the right to foreclose on (take back) the loan money or property.

Direct Loan: A farm loan made directly to a farmer by the FSA using US government money. Direct loans are managed by the FSA.

Emergency Loan: A farm loan made directly to a farmer by the FSA to cover losses from storms, natural disaster, or other emergencies.

Farm Credit System (FCS): A nationwide cooperative system of banks that lend money to farmers. The FCS was originally a government-funded program, but is now self-funded and owned by member-borrowers. It is made up of three parts: the Banks for Cooperatives; the Farm Credit Banks; and the Federal Farm Credit Banks Funding Corp. As a cooperative system, when a farmer borrows money through FCS, he/she becomes a member and part owner of the lending organization.

Farm Ownership Loan: A loan made by a bank or lender to help farmers buy farmland or farm property, or to build new farm buildings.

Farm Service Agency (FSA): A part of the U.S. government, under the U.S. Department of Agriculture, that manages farm loan programs. The FSA farm loan programs especially help beginning farmers and socially disadvantaged farmers. The FSA farm loan program is managed by state and county offices, although the main national office is in Washington, DC.

Fixed interest rate: An interest rate that does not change during the time that a loan is being paid back.

Foreclose: To take back or repossess loaned money or property when the borrower fails to pay back the loan.

Guaranteed Loan: A farm loan made by a private bank or lender using private money that is backed up or "guaranteed" by FSA. Many banks will only make a loan to a farmer if it is guaranteed by FSA. This means that if the farmer defaults (does not pay back the loan), the FSA will pay the bank for the loan.

Interest rate: The amount of money charged by a bank to a borrower; the cost of the loan. It is expressed as a percentage (%) of the loan amount to be paid each year. For example, a one year loan of \$1,000 with an interest rate of 10% means that the borrower would pay \$100 in interest on top of the \$1,000 he/she pays back to the bank: $$1,000 \times .10 = 100 . Therefore, the borrower must pay the bank back \$1,100 in total: \$1,000 + \$100 = \$1,100.

Liabilities: Debts that a person or business owes.

Maximum loan amount: The highest amount of money a farmer can borrow under a particular kind of loan.

Operating Loan: A farm loan made by a bank or lender to help farmers buy equipment, supplies, livestock, feed and seed. An Operating Loan can also be used for soil and water conservation efforts on the farm.

Terms of a loan: The conditions set by a lender when making a loan. The terms of a loan include the length of the loan (how long the borrower has to pay it back); the interest rate (the cost of the loan, given as a percentage % on the total loan amount); and what the loan money can be used for. The terms also state the monthly loan amount, late fees, and penalties for non-payment.

Variable interest rate: An interest rate that changes from year to year (or more often) while the borrower is paying the loan back.





14 Appendix C: FSA Loan Application Forms

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IMPORNACION DE CARACTER VOLUNTARIO PARA FINES D cumplinismo por parte de PSA de las leyves federalise que pr instance a que lo haga. En embergo, si decide no suministe elegible. Esta información no será utilizada para evaluar su anotar su raza, etnia y género sobre la base de la observació	ar esta información, es	posible que no tenga acces	o a los fondo	e destinados a sec	tores específicos para los	cuale	s unded	podria ser			
32. SOLAMENTE PARA SOLICITANTES INDIVIDUALES:											
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El miembro individual debe proveer:	inn a continuación has fil	surtee All or All ears contracted		ton nam asserter a l	an francisco de el francisco e anostro						
 A. Información de los Puntos (1) hasta (7) que se encuent corresponda. 											
B. Planits de balance con fecha que no supere los 90 día:	s. (Si no existen activos	de propiedad individual, las op	eraciones cor	juntas de esposo y	esposa pueden presentar u	n balan	ce cons	olidado.			
NOTA: Se requeriră responsabilidad individual in	dependientemente	del tipo de organizaci	on del neg	ocio.							
(1) Nombre y dirección completos	(2) N* de Seguro Social	(3) Ocupación principal	(4) % de	(5) Fecha de nacimiento	(6) Nacionalidas	1		(7) Género			
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☐ No-Hispano/Latino ☐ Asiático		Nativo de Hawaiii	sias del Pac	fico			Obse	rvado			
NOT Helpanor Lauro											
(1)	120			Rentes de mantadantes				Género			
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	N* de Seguro Social		% de	Fecha de nacimiento (MM-CID-AAAAA)	¿Es ustad ciudadano,	0	N				
	N* de Seguro Social		% de	Pecha de facintiento (MIN-CID-AAAA)				Hanculino			
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FSA-410-1 (03-10-03) Page 3 of 4

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37. BRECOAL PROCESSE MECHANICAL

Colois FBA programs are, by her, straigent to reach impeted applicable. If you are independed in any of the programs described below, or have quantities about these programs and which you may qually for a specific program, the FBA office processing your application will help you.

- A. EXCIVILLY CHARMANTACEO APPLICANTS: A policy of File time numerity and opening into tents are, by two, buggles in applicable to racid, elvide or gening projecte income of their bleship as a member of a group, although a published qualities. Under the applicable tox, groups meeting this condition are: Women, Blacks, American Indians, Alankan Nations, Alankan, and Pacific Indianters.
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- LIBITED RESCRIPE LIMITE: Unified excesses from numerity and opening book are available in qualitative (§A application. This program provides have at reduced below in the following from the regular sales for F§A have. The program is also below to be provided to provide beginning formers with an approximate in standard and approximate in size a successful traveling approximate.

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The latinating shakements are made in accommon with the Privacy Act of 1974 (5 LL\$,C. SSA): The Form Sprivac Agency (F\$A) is administed by the Committation Form and Rend Development Act (7 LL\$,C. 1921 of 2013), or other Acts, and the regulations parameters to something and constant acquisitions acquisited in the substant acquisition acquisition for the Internation acquisition of F\$A to determine eligibility for credit or other throughout account of Auditor or other has contacted acquisition. Supplied information may be contacted and the Department of the Technology of Auditor or other has not required and substantial acquisition as equal to it is presented by the . In addition, information may be reterred to independ or the Auditor, internation may be reterred to independ or the Auditor, in addition of the Auditor of Auditor, in the Auditor of the A

20 OFFICE SPECIAL PROPERTY.

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- The term applicant shall require that the improper of this coefficient is the annual discussed for all sub-more at all time (until by coefficient and uniqueds, under peach and form) and that all sub-recipies shall coeffy and discuss accordingly.
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E. ACADAMLETEMENT

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Form RD 1910-5 (Rev. 11-05)

United BYATER DEPARTMENT OF ABRICAL TIME BYATER AND UNION PROPERT WETERAND ADMINISTRATION (Community Planning and Development, and Housing – Federal Housing Commissioner)

Form Approved CMB No. 0575-0172

REQUEST FOR VERIFICATION OF EMPLOYMENT

LENDER, LOCAL PROCESSING ASSENCE (LPA), AND LOAM PACKASES: Complete tiens 1 through 7. Have the applicant complete from 8 and sign. Formart the complete tiens directly in the employer assence in tien 1. CONTRACTOR: Complete tiens 1 through 7. Have applicant or bornour complete tiens 8 and sign. Formard the complete tiens streetly in the USDA or tender office bloodies in tiens 2. EMPLOYER/PROMISES: Complete either parts 8 and 1V or parts 18 and 1V. Retires through the file office bloodies in the complete either parts 18 and 1V or parts 18 and 1V. Retires through the office bloodies in the complete either parts 18 and 1V or parts 18 and 1V. Retires through the office bloodies in the complete either parts 18 and 1V or parts 18 and 1V. Retires through 12 and 1V or parts 18 and 1V or pa

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SEE ATTACHED PRIVACY ACT NOTICE

NOTICE TO APPLICANT REGARDING PRIVACY ACT INFORMATION

The information requested on this form is authorized to be collected by the Rural Housing Service (EHS), Rural Business-Cooperative Services (RHS), Rural Utilities Service (EUS) or the Form Service Agency (FSA) ("the agency") by title V of the Housing Act of 1949, as amended (42 U.S.C. 1471 et seq.) or by the Consolidated Form and Rural Development Act (7 U.S.C. 1921 et seq.), or by other laws administered by EHS, ERS, RUS or FSA.

Disclosure of information requested is voluntary. However, follow to disclose certain items of information requested, including your Social Security Number or Federal Identification Number, may result in a delay in the processing of an application or its rejection. Information provided may be used outside of the agency for the following purposes:

- 1. When a recard on its face, or in conjunction with other records, indicates a violation or potential violation of law, whether civil, criminal or regulatory in nature, and whether arising by general statute or particular program statute, or by regulation, rule, or order issued pursuant thereto, declosure may be made to the appropriate agency, whether Federal, farrign, State, local, or tribal, or other public authority responsible for enfauring, investigating or proseruting such violation or charged with enfauring or implementing the statute, or rule, regulation, or order issued pursuant thereto, if the information disclosed is relevant to any enfaurement, regulatory, investigative, or proserution responsibility of the receiving entity.
- A Record from this system of records may be disclosed to a Member of Congress or to a congressional staff member in response to
 an inquiry of the congressional office made at the unities request of the constituent about whom the record is maintained.
- 3. Rural Development will provide information from this system to the U.S. Department of the Trensury and to other Federal agencies assistationing debt servicing centers, in connection with overdue debts, in order to participate in the Trensury Offset Program as required by the Debt Collection Improvement Act, Pub. L. 184-134, Section 31001.
- 4. Disclarate of the same, home address, and information convening default on loan repayment when the default involves a security intenst in tribal allatted or trust land. Pursuant to the Country-Gonzales National Affordable Housing Act of 1999 (43 U.S.C. 12781 et seq.), liquidation may be pursued only after effering to transfer the account to an eligible tribal member, the tribe, or the Indian Housing Authority serving the tribe(s).
- 5. Referral of names, home addresses, social security numbers, and financial information to a callection or servicing contractor, financial institution, or a local, State, or Pederal agency, when Rural Development determines such referral is appropriate for servicing or collecting the burnouse's account or loss provided for in contracts with servicing or collection agencies.
- 6. It shall be a contine use of the centrels in this system of centrels to disclose them in a pasterding before a court or adjusticative body, when: (a) the agency or any component theseof, or (b) any employee of the agency in his or her individual capacity where the agency has agency to operand the employee; or (d) the United States is a purty to litigation or has an interest in such litigation, and by caseful review, the agency determines that the seconds are both relevant and necessary to the Edgation, provided; however, that in each case the agency determines that disclosure of the records is a use of the information contained in the occords that is compatible with the purpose for which the agency collected the occords.
- 7. Referral of names, home addresses, and financial information for selected homeous to financial consultants, advisors, leading institutions, packagers, agents, and private or commercial credit sources, when Rural Development determines such referral is appropriate to encourage the homeous to refinance the Rural Development indebtedness as required by title V of the Housing Act of 1949, as annually (43 U.S.C. 1471), or to assist the homeous in the sale of the property.
- Referral of legally enforceable debts to the Department of the Treasury, Internal Revenue Service (IRS), to be offset against any texrefund that may become due the debtor for the tax year in which the referral is made, in accordance with the IRS regulations at 26 C.F.R. 301.6402-0T., Offset of Pest Due Legally Enforceable Debt Against Overpayment, and under the authority contained in 31 U.S.C. 3728A.
- 9. Referral of information regarding indebtedness to the Delicese Manquerer Data Center, Department of Delicese, and the United States Postal Service for the purpose of conducting computer matching programs to identify and locate individuals receiving Pederal salary or benefit payments and who are delinquent in their repayment of debts used to the U. S. Government under certain programs administrated by Rural Development in order to collect debts under the provisions of the Debt Collection Act of 1992 (5 U.S.C. 5514) by voluntary repayment, administrative or salary offset procedures, or by collection agencies.
- 10. Referred of course, home addresses, and financial information to leading institutions when Rural Development determines the individual may be financially capable of qualifying for credit with or without a guarantee.
- 11. Disclarate of names, have addresses, social security numbers, and financial information to lending institutions that have a lien against the same property as Rural Development for the purpose of the collection of the debt. These loans can be under the direct and guaranteed loan programs.
- 13. Referral to private attenues under contract with either Rural Development or with the Department of Justice for the purpose of functionar and preserving actions and collection of past due accounts in connection with Rural Development.
- 13. It shall be a coutine use of the cecords in this system of occurds to disclose them to the Department of Justice when (a) The agency or any component theseof, or (b) any employee of the agency in his or her official capacity where the Department of Justice has agreed to represent the employee, or (c) the United States government, is a party to Rigation or has an interest in such litigation, and by careful review, the agency determines that the occurds are both relevant and occursory to the litigation and the use of such research by the Department of Justice is therefore deemed by the agency to be for a purpose that is compatible with the purpose for which the agency collected the records.

NOTICE TO APPLICANT REGARDING PRIVACY ACT INFORMATION-CONTINUED

- 14. Referred of course, home addresses, social security numbers, and formation in the Department of Harring and Urban Development (HUD) as a count of formation utilized by Redeal agencies for an automatic credit presumering system.
- 15. Referral of names, have addresses, social security numbers, and financial information to the Department of Labor, State Wage Information Collection Agencies, and other Pederal, State, and local agencies, as well as those responsible for verifying information funcional to qualify for Pederal benefits, to conduct wage and benefit matching through nameal and/or automated means, for the purpose of determining compliance with Pederal regulations and appropriate servicing actions against those not entitled to program benefits, including possible recovery of improve benefits.
- 16. Referred of course, home addresses, and financial information to financial consultants, advisors, or underwriters, when Rural Development determines such referred is appropriate for developing packaging and nonlating strategies involving the sale of Rural Development lanu assets.
- 17. Rural Development, in accordance with 31 U.S.C. 37(1(e)(5), will provide to consume reporting agencies or commercial reporting agencies information from this system indicating that an individual is responsible for a claim that is consent.
- 13. Referred of names, home and work addresses, home telephone numbers, social security numbers, and financial information to entropy agents (which also could include attenneys and title companies) selected by the applicant or homeous for the purpose of closing the low.
- 19. Disclarates pursuant to 5 U.S.C. 552a(b)(12): Disclarates may be made from this system to consumer reporting agenties as defined in the Pair Coeff Reporting Act (15 U.S.C. 1681a(f) or the Pederal Chains Collection Act (31 U.S.C. 3701(a)(3)).

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Projected income and	Expense		Act	ual Income	and Expe	nse								
PART A - INCOME														
1. Crop Sales:														
IA. Description	18		1C.	1D.	1E	1F. Rem U	13.	1HL	1 L	-	ш	- Sentes		
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2. Livestock and Poultry	Sales:													
28. 25. 27. 28. 20. 27. 28. 27. 28. 29. 29. 29. 29. 29. 29. 29. 29. 29. 29				20 .	Purchases Æ	25 F.	20. Desir Loss	- 2H.		(2 3.			
21. (2021)	P	R	7	_ ı	سيد	three	T== \$		#Und		سود	PU-6	番	
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	+			-	-			+	+	+		-	+	
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3. Dairy Livestock Sales:								_						
	3	L .	3C			Purchase		36.						
3A. Description	Parch	R	#He		30. High	terrel 표	35. Table \$	Comit Long	#Und		31. Hala	무나네		
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4. Milk Sales:			<u> </u>											
						461.		IC.	T	40.	_	Æ	4 F.	
4A. Description						# Hessel		Hickory Tick	Total I	Terla dia	<u> </u>	Palice	****	
5. Livestock Product Sak	98:													
5A. Description							EL urium	5C.	_	50.			5 F.	
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FSA-2038 (04-26-05) Page 2 of 2

PART A - INCOME (Continued)			
6. Aq Picquari Payments	Ş Almani	8. Cusion Hile Income	Ş Almanı
7. Clep Insurance Proceeds	Ş Amarıl	9. Other lazure	5 Ameri
	,		
		10. Total income (ileros 7 8mage 9)	
PART B - EXPENSES			
	\$ Amount		Ş Amani
11. Car and Truck		23. Rent-LaudiAnimais	
12. Chemicals		24. Repairs and Maintenance	
13. Consensition		25. Seeds and Plants	
14. Duston Hire		Zi. Supplies.	
15. Feed Supplement		27. Tasss-Real Edale	
16. Feed Grain and Rouglage		28. Utilities	
17. Politizes and Line		29. Velerinary/Rice/dispNedicine	
16. Fielght and Trucking		30. Direc Expenses	
19. Gas/RuskOl		31. Oliver-Intgallon	
20. Insurance Expenses			
21. Latur Hired			
22. Rent - Machinery/Equipment/Vehicles		32. Interest	
		33. Total Expenses (News 71 Grouph 32)	
PART C - NON-OPERATING			
 Owner Withdrawai (Total Family Living Expenses and Non-Farm Debt Payments) 		36. Non-Farm Income	
35. Income Taxes		37. Non-Parra Expense	
PART D - CAPITAL			
38. Capital Sales		40. Capital Expenditures	
39. Capital Conhibultons		41. Capital Withshamats	
PART E - ACKNOWLEDGMENT		·	

I agree to follow this plan as outlined above and on attached schedules, and to discuss with the agency loan official any important changes that may become necessary. This plan does not release any security interest of the government. "I recognize that making any false statements on this Farm Business Plan or any other loan document may constitute a violation of federal criminal law."

42A. APPLICANT'S SIGNATURE	42B. DATE (MM-DD-YYYY)
42C. CO-APPLICANT'S SIGNATURE	42D. DATE (MM-DD-YYYY)

The following statements are made in accordance with the Privacy Act of 1974 (5 USC 552a): the Farm Service Agency (FSA) is authorized by the Consolidated Farm and Rural Development Act, The following statements are made in accordance with the Privacy Act of 1974 (5 USC 552a); the Privar Service Agency (PSA) is substrated by the Consolidated Privar and Privat Development Act, as a smeared of (7 USC 1924 et asq.), or other Acts, and the regulations promisipated thereunoise, to actical the information expended on its application forms. The information requested is necessary for PSA to determine eligibility for credit or other financial assistance, service your loan, and conduct statistical analyses. Supplied information may be furnished to other Department of Agriculture agencies, the Internal Reviews Service, the Department of Internal Reviews (in Department of Labor, the United Statistic Podest Service, or other Federal, Statis, or local agencies as required or parentized by law. In addition, information may be retired to internal or local agencies as required or parentized by law. In addition, information may be retired to internal consistency or internal reviews, and in the PSA or the Department of Justice, to business firms in the Federal service, to collection or servicing contractors, to discisses of Congress or Congressional staff members, or to courts or adjudently budges. Discisses of the Information requested is voluntary. However, failure to discisse certain items of Information requested in columns, in a delay in the processing of an application or its rejection.

According to the Paperwork Reduction Act of 1995, an agency may not conduct or aponaur, and a person is not required to reapond to, a collection of information united if displays a valid CMB control number. The wall CMB control number for this information collection is estimated to example 1 hour per reaponal, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. RETURN THIS COMPLETED FORM TO YOUR COUNTY PEA CHRICE.

2N. TOTAL CURRENT LIABILITIES (Name 2A through 2M)

age 47

1U. TOTAL CURRENT ASSETS (Name 1A through 1T)

PSA-2037 (IS-05-05	4										Page 2 of 4	
PART 3 - INTERMEDIA	ATE ASSETS					PA	ART 6 - INTER					
34. MacAlmay & Myslyman	dFam Velbler	(Cartered +++	Page 4)			•	Conditor			III. Payers		
38. Breeding Stock				Ž.	\$ Value		W. Interest Flade	50. Assered	EE. Payment Amount	CAN CHEST TO THE STATE OF	00. Principal Dalance	
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PART 4 - LONG TERN	ASSETS					PA	ART 6 - LONG	TERM LIABIL	ITIE8			
4. Takky b Improvement	•				\$ Value	•	Conditor		CO. Purpose			
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4B. Real Estate-Land	AC). Total Acres	40. One/com	SOMMA!	2	\$ Value							
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46. Other Long Term Asse	•				\$ Value	Ø						
44. TOTAL LONG TURNS	H00576	MI. TOTAL LONG TERM ASSETS					MIL TOTAL LONG TRANSLANDLUTTED (Man 40 (* Grouph 1))					

OJ. TOTAL PAIRS BOURTY plans at anhard from 45

PIA-2657 (05-05-05)									
PART 7 - PERSONAL ASSETS		PA	ART8 - PERS	ONAL LIABILI	TIE8				
	\$ Value	•	Ondler			68. Papers			
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THE TOTAL AMERICAN WANT HOME TO		eJ.	TOTAL LUMBIU	1700-jihan # as	d New 16				
		*	TOTAL BOUT	Y (Nove 700 seine	e Kem to				
PART 8 - ACKNOWLEDGMENT									
The information above and on attached schedules is furnish The undersigned authorizes the FSA to make all inquiries de credit-worthiness and to answer questions about their credit	emed necessary :	to v	verify the acc	uracy of the I	Information cor	itained above to de	termine my		

"I recognize that making any false statements on this Farm Business Plan or any other document may constitute a violation of criminal law."

9A.	APPLICANT'S SIGNATURE	9B. DATE (MM-DD-YYYY)
9C.	CO-APPLICANT'S SIGNATURE	9D. DATE (MM-DD-YYYY)
9E.	COMMENTS	

PSA-2037 (05-05-05) Page 4 of 4

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The following statements are made in accordance with the Privacy Act of 1974 (5 USC 552a): the Ferm Service Agency (FSA) is authorized by the Conscidence Ferm and Rural Development Act, as accordance to 1974 of 1971 at 1982, or other Acts, and the requisitions promotipated thereunder, to actical the information requested on its application forms. The information requested is necessary for FSA to determine eligibity for credit or other fluencial essatiance, service your loan, and conduct statistical analyses. Supplied information may be furnished to other Department of Agriculture agencies, the Department of Labor, the Department of Department of Labor, the United States Postal Service, or other Federal State, or local agencies as required or permitted by law. In addition, information may be referred to interested parties under the Freedom of Information Act (FOM), to Seasonal consistents, advisors, lending institutions, packagers, agents, and private or commercial credit sources, to collection or servicing contract reporting agencies, to private advances, contract with them for contract with they credit to buy credit or crops or and if them for contractions, to credit reporting agencies, to private advances or contractive or the information requested is voluntary. However, failure to discious certain items of information requested is voluntary. However, failure to discious certain items of information requested, including your Social Security Number or Federal Tax Identification number, may result in a delay in the processing of an application or its rejection. NOTE:

According to the Paperwork Reduction Act of 1995, an agency may not conduct or aponator, and a person is not required to respond to, a collection of information unless it displays a valid CMB control number. The valid CMB control number for this information collection is d580-0154. The time required to complete this information collection is astimated to average 11.0 hours per response, including the time for reviewing instructions, searching exhibite data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. RETURN THIS COMPLETED FORM TO YOUR COUNTY PEA OFFICE.

FSA-440-32 (06-03-02)

U. S. DEPARTMENT OF AGRICULTURE Parm Service Agency

VERIFICATION OF DEBTS AND ASSETS

PART A - INSTRUCTIONS: FSA OFFICIAL completes Items 2 through 3C, and have the APPLICANT complete Items 1 and 4A

through 8. This form is to be transmitted dire party.	ectly to the lender a	nd is not to be transmi	tted through the ap	oplicant or any other		
1. TC: Plane and Address of Financial Indibution)		2. FRKINE (Address of FSA Office)				
This certifies that the United States Department of the Right to Financial Privacy Act of 1978, Public 4A, 5A, and 6A.	of Agriculture, acting Law 95-630, in seel	finough PSA, has compl ing financial information	ied with the applicat regarding the appli	ble provisions of Tille XI, sant(s) listed in thems		
3A. Signaluse of PSA Dillicial	38. Title	3C. Date (I/II/FDD-YYYY)				
To Financial Institution: I have applied for assisted to a sast invested with your firm, solely a mailer of courtesy for which no responsi	You are hereby auth	crized to provide the info	rmation requested	e indicated that I owe a below. Your response is		
4A. Name and Address of Applicant		48. Significe of Applicant	t	4C. Date (AM/FDD-YYYY)		
SA. Name and Address of Applicant	SB. Signaline of Applicant		5C. Date (I,III,F00-YYYY)			
6A. Name and Address of Applicant		68. Signature of Applicant	t	6C. Date (MM-DD-YYYY)		
7. Type(s) of Lease (e.g., antercolle equipment, calife and credit cards):	7A. Type of Loan or Account No.	78. Type of Loan or Account No.	7C. Type of Loan or Account No.	70. Type of Lean or Account No.		
Account number(s) (e.g., checking, savings, money market and medical funds):						
PART B - TO BE COMPLETED BY FINANCIAL	INSTITUTION					
9. Date of mighation (section-vivin)	Α.	В.	C.	D.		
10. Principal Balance	•	•	\$	•		
11. Acaved Interest	\$	\$	•	\$		
12. Daily Interest Accrual	\$	•	•	4		
13. Effective daile of firms 10 and 11 (144/40-9799)						
14. Previous 12-month high teature	*	*	*	*		
15. Previous 12-month four balance	*	*	\$	*		
16. Current interest rate applicant is being charged is earning		x :	•	x x		
17. Installment or amount amount	*	*	\$	*		
16. Armetpeside	*	*	\$	*		
19. Description of collateral						
20. Malurily daile or final due daile ear-oo-yyyro						

FSA-440-32 (05-03-02) Page 2

F397-440-52 (0510-12) P49F2				
ALL INFORMATION PROVIDED WIL	L BE RELEASED TO THE			
21. Peace ale ite applicants reproprient record.	_	22. How many years has the applicant core business with your tim?	turied	
Prompt Usually prompt	Not prompt			
			YES	MD
23. Do your ilen instruments, if applicable, contain a hereaft	थ क्यापेश केवल?			
24. Do your ilen instruments, il applicable, contain a future a				
25. Does your firm impose a penalty if the deposit or investi	red accounts described on th	s turn are withdrawn pulse to majority?		
26. Would you extend additional credit?				
27. Would you extend additional credit with an FSA Guarant	lan?			
28. Remarks				
Federal statutes provide serves civil and criminal pa				•
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29A. Signature of Firencial Institution's Representative	298. Tile	29C. Dale gay-00-11170 30.	Telephone No.	
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MOTE: The delivery submitted on make in accordance will be	Privacy Act of 1874 (5 USC 668)	the Form Streets Agency (FSA) is authorized by S		P
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