



# Farm Loan Programs

# FARM SERVICE AGENCY

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# FACT SHEET

UNITED STATES DEPARTMENT OF AGRICULTURE  
FARM SERVICE AGENCY

November 2009

## Farm Loans

### Overview

The U.S. Department of Agriculture's Farm Service Agency (FSA) makes and guarantees loans to family farmers and ranchers to promote, build and sustain family farms in support of a thriving agricultural economy. FSA maintains its headquarters in Washington, DC, with offices located in each state, usually in a state capital or near a state land-grant university, as well as in most agriculturally productive counties. Farmers may apply for direct loans at local FSA offices. Guaranteed loans may be available from local commercial lenders who apply for loan guarantees from FSA. Although general information may be obtained from headquarters and state offices, all programs are administered through local offices.

The goal of FSA's farm loan programs is to graduate its borrowers to commercial credit. Once a farmer is able to obtain credit from the commercial lending sector, the Agency's mission of providing temporary, supervised credit is complete.

### FSA Farm Loans

FSA's loan programs are designed to help family farmers obtain loans and loan guarantees, and conduct business planning. In many cases, these are beginning farmers who need additional financial and business acumen to qualify for commercial credit. In other cases,

they are farmers who have suffered financial setbacks from natural disasters, or who need additional resources with which to establish and maintain profitable farming operations.

Some farmers obtain their credit needs through the use of loan guarantees. Under a guaranteed loan, a commercial lender makes and services the loan, and FSA guarantees it against loss up to a maximum of 90 percent in most cases. In certain limited circumstances, a 95 percent guarantee is available. FSA has the responsibility of approving all eligible loan guarantees and providing oversight of lenders' activities.

For those not yet meeting the qualifications for a loan guarantee from a commercial lender, FSA also makes direct loans, which are serviced by an FSA official. FSA has the responsibility of providing credit counseling and supervision to its direct borrowers by making a thorough assessment of the farming operation. The Agency helps applicants evaluate the adequacy of the real estate and facilities, machinery and equipment, financial and production management, and the farmer's goals. FSA assists the applicant in identifying and prioritizing areas needing improvement in all phases of the operation. An FSA official then works one-on-one with the farmer to develop and to help strengthen the identified areas that ultimately result

in the farmer's graduation to commercial credit.

Unlike FSA's commodity loans, most farm loans must be fully secured and can only be approved for those who have repayment ability.

### Farm Ownership Loans

Eligible applicants may obtain direct loans up to a maximum indebtedness of \$300,000. Maximum indebtedness for guaranteed loans is \$1,112,000 (amount adjusted annually for inflation). The maximum repayment term is 40 years for both direct and guaranteed farm ownership loans. In general, loan funds may be used to purchase a farm, enlarge an existing farm, construct new farm buildings and/or improve structures, pay closing costs, and promote soil and water conservation and protection.

### Farm Operating Loans

Eligible applicants may obtain direct loans for up to a maximum indebtedness of \$300,000, and guaranteed loans for up to a maximum indebtedness of \$1,112,000 (amount adjusted annually for inflation). The repayment term may vary, but typically it will not exceed 7 years for intermediate-term purposes. Annual operating loans are generally repaid within 12 months or when the commodities produced are sold. In general, loan funds may be used for normal operating expenses, machinery and equipment, real

estate repairs, and refinancing debt.

Targeted Funds to Socially Disadvantaged and Beginning Farmers

Each year Congress targets a percentage of farm ownership and farm operating loan funds to **socially disadvantaged (SDA) and beginning farmers**. For more information, refer to **the FSA Fact Sheet, "Loans for Socially Disadvantaged Farmers."**

### Downpayment Program

FSA has a special loan program to assist socially disadvantaged and beginning farmers in purchasing a farm. Retiring farmers may use this program to transfer their land to future generations.

To qualify:

- The applicant must make a cash down payment of at least 5 percent of the purchase price.
- The maximum loan amount does not exceed 45 percent of the least of (a) the purchase price of the farm or ranch to be acquired; (b) the appraised value of the farm or ranch to be acquired; or (c) \$500,000 (Note: This results in a maximum loan amount of \$225,000).
- The term of the loan is 20 years. The interest rate is 4 percent below the direct FO rate, but not lower than 1.5 percent.
- The remaining balance may be obtained from a commercial lender or private party. FSA can provide up to a 95 percent

guarantee if financing is obtained from a commercial lender. Participating lenders do not have to pay a guarantee fee.

- Financing from participating lenders must have an amortization period of at least 30 years and cannot have a balloon payment due within the first 20 years of the loan.

### Rural Youth Loans

These are available as direct loans only and have a maximum loan amount of \$5,000. Rural youth loans may be made to individuals who are sponsored by a project advisor, such as a 4-H Club, FFA or local vocational instructor. Individuals must be at least 10 but not more than 20 years old to be eligible and reside in a town or city with a population of 50,000 or fewer people.

### Emergency Loans

These loans are available only as direct loans from FSA. Emergency Loans assist farmers who have suffered physical or production losses in areas declared by the President as disaster areas or designated by the Secretary of Agriculture as disaster or quarantine areas (for physical losses only, the FSA Administrator may authorize Emergency Loan assistance). For production loss loans, applicants must demonstrate a 30 percent loss in a single farming or ranching enterprise. Applicants may receive loans up to 100 percent of production or physical losses.

Loan purposes include operating and real estate,

restoring/replacing essential property, production costs for disaster year, essential family living expenses, reorganization and refinancing certain debts.

The maximum indebtedness under the Emergency Loan program is \$500,000.

### Loan Servicing and Supervised Credit

FSA's mission is not limited to providing just credit - it is to provide supervised credit. This means that FSA works with each direct loan borrower to identify specific strengths and opportunities for improvement in farm production and management, and then works with the borrower on alternatives and other options to address the areas needing improvement to achieve success. Learning improved business planning and financial acumen through supervised credit is the difference between success and failure for many farm families.

To help keep borrowers on the farm, FSA may be able to provide certain loan servicing benefits to direct loan borrowers whose accounts are distressed or delinquent due to circumstances beyond their control. These benefits include:

- Reamortization, rescheduling, and/or deferral of loans;
- Rescheduling at the Limited Resource (lower interest) rate;
- Acceptance of conservation contracts on environmentally sensitive land in exchange for reduction of debt; and

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- Writing down the debt (delinquent borrowers only).

If none of these options results in a feasible farm operating plan, borrowers may be offered the opportunity to pay off their debt at the current market value of the security. If this is not possible, other options include:

- Debt settlement based on inability to repay.

- In some cases, where a feasible plan of operation cannot be developed, FSA works with commercial lenders to help him or her retain the homestead and up to 10 acres of land.

Farms that come into FSA ownership are sold at market value, with preference given to socially disadvantaged and beginning farmers.

#### Who May Borrow

To qualify for assistance, applicants must meet all loan eligibility requirements including:

- Be a family-size farmer;
- Have a satisfactory history of meeting credit obligations;
- For direct OL loans, have sufficient education; training, or at least 1-year's experience in managing or operating a farm or ranch within the last 5 years. For direct FO loans, applicants must have participated in the business operations of a farm or ranch for 3 years;
- Be a citizen of the United States, including Puerto Rico,

the U. S. Virgin Islands, Guam, American Samoa, and certain former Pacific Island Trust Territories, a U.S. non-citizen national, or a qualified alien under federal immigration law;

- Be unable to obtain credit elsewhere at reasonable rates and terms to meet actual needs;

- Possess legal capacity to incur loan obligations;

- Not be delinquent on a Federal debt;

- Not have caused FSA a loss by receiving debt forgiveness (certain exceptions apply); and

- Be within the time restrictions as to the number of years they can receive FSA assistance.

In the case of an entity, certain eligibility requirements apply. The entity must:

- Meet applicant eligibility requirements

- Be authorized to operate a farm or ranch in the State where the actual operation is located; and

- Be owned by U.S. citizens, U.S. non-citizen nationals or qualified aliens.

For SDA members, they must hold a majority interest in the entity applicant to receive SDA benefits.

If the individuals holding a majority interest in the entity are related by blood or marriage, at least one stockholder, member, or partner must operate the family farm or ranch. If they

are not related by blood or marriage, those holding a majority interest must operate the farm or ranch.

#### For More Information

Additional information may be obtained at local FSA offices or through the FSA Web site at [www.fsa.usda.gov](http://www.fsa.usda.gov).

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# Farm Loan Programs Briefing Program Information

## Program Mission

To serve as a temporary source of credit and technical support to rural Americans for improving their farming enterprises until they are able to qualify for private sector resources.

“Lender of First Opportunity”

## FSA Farm Loan Programs

This presentation covers:

- Summary of the FSA Loan Portfolio
- What kind of loans are available
- What are the qualifications to get a loan
- How the application process works
- Suggestions if you have difficulty qualifying

## Direct Loans

- Available to farmers who are temporarily unable to obtain credit with commercial lenders.
- FSA makes and services direct loans, providing supervised credit.

## Guaranteed Loans

- FSA guarantees qualified loans through commercial lenders for up to 95 percent of the loan amount.
- The lender makes and services the loan.
- Combined financing is also available

## Program Portfolio and Scope

- 68,000 direct borrowers-\$6.5 Billion
- 33,000 guaranteed borrowers-\$9.2 Billion
- FY 2009 Loan activity- Over \$4.4 billion of credit to 34,200 applicants

- FY 2010 Loan activity to date- \$4.4 billion to 29,995 applicants

### Direct Loan Program Information

Loan Program	Maximum Loan Amount	Use of Proceeds	Rates and Terms*
Direct Farm Ownership (FO)	\$300,000	<ul style="list-style-type: none"> <li>• Purchase farm</li> <li>• Construct buildings or other improvements</li> <li>• Soil &amp; water conservation</li> <li>• Pay closing costs</li> </ul>	<ul style="list-style-type: none"> <li>• Term: Up to 40 years</li> <li>• Interest rate: based on Agency borrowing costs</li> <li>• Temporary limited resource interest rate available</li> </ul>
Direct Operating (OL)	\$300,000	<ul style="list-style-type: none"> <li>• Purchase livestock, poultry, equipment, feed, seed, farm chemicals and supplies</li> <li>• Soil &amp; water conservation</li> <li>• Refinancing indebtedness</li> </ul>	<ul style="list-style-type: none"> <li>• Term: 1 to 7 years</li> <li>• Interest Rate: based on Agency borrowing cost</li> <li>• Temporary limited resource interest rate available</li> </ul>

### Guaranteed Loan Program Information

Loan Program	Maximum Loan Amount	Use of Proceeds	Rates and Terms**
Guaranteed Farm Ownership (FO)	\$1,112,000 *	<ul style="list-style-type: none"> <li>• Same as Direct FO loan, except the loan may be used to refinance debts</li> </ul>	<ul style="list-style-type: none"> <li>• Term: Up to 40 years</li> <li>• Interest rate: Not to exceed lender's average rate charged to agricultural loan customers</li> </ul>
Guaranteed Operating (OL)	\$1,112,000 *	<ul style="list-style-type: none"> <li>• Same as Direct OL loan, except the loan may be used to refinance debts</li> </ul>	<ul style="list-style-type: none"> <li>• Term: From 1 to 7 years</li> <li>• Interest rate: Not to exceed lender's average rate charged to agricultural loan customers</li> <li>• Interest Assistance: reduces rate by 4%</li> </ul>

### Breaking Through Barriers for Socially Disadvantaged Farmers (SDA)

FSA encourages the participation of SDA farmers in its Loan Programs.

- FSA targets a portion of its direct and guaranteed farm ownership (FO) and operating loan (OL) funds to SDA farmers.
- SDA groups are: American Indians or Alaskan Natives, Asians, Blacks or African Americans, Native Hawaiians or other Pacific Islanders, Hispanics and women.

## SDA Lending Activity

FY 2007	\$296.7 million
FY 2008	\$379.5 million
FY 2009	\$407.4 million

## How to Get and Make an FSA Loan Application

Applications can be obtained at:

- FSA office
- FSA website at <http://www.fsa.usd.gov>
- eGov's website at <http://www.sc.egov.usd.gov>

## How to apply for a loan

Guaranteed-

- Contact a lender that makes farm loans
- The local FSA office can give you a list of lenders that make guaranteed loans

Direct-

- Obtain application form and related information from local office or download from internet
- Gather other information you will need- financial records, production history, and similar information

## How to apply for a direct loan

Information you will need-

- Application



- Financial and production information
- 3 years of tax returns
- 3 years of production information
- List of creditors- names, addresses, account numbers
- Written description of farming experience
- Evidence you cannot obtain commercial credit
- Verification of any off-farm employment/income
- Credit report

## **Applications**

If the application is incomplete:

Within 10 days the applicant will get a detailed letter advising them what is needed to make the application complete and give them 20 days to provide the requested information

If after 20 days the application is still incomplete, an additional letter will be sent providing for an additional 10 days to provide the requested information.

If not received the application is withdrawn

## **FSA Farm Loan Programs Two Step Process- Eligibility and Feasibility**

### Eligibility

You meet the requirements set out in the law and government policies

### Feasibility

A realistic business plan indicates you can repay the loan;  
appraisals indicate there will be enough collateral for the loan

## **Program Eligibility Requirements**

**Direct and guaranteed loan applicants must:**

- Be the owner-operator, or tenant-operator, of a family farm

- All management decisions
  - Substantial amount of the labor required
  - Recognized in the community as a family farm
  - FSA maximum credit amounts can provide a substantial amount of the total credit needed
- Participated in the business operations of a farm
    - Significant responsibility for day-to-day management decisions, such as:
      - Culling livestock
      - Selection of crop varieties
      - Whether to repair or replace equipment
      - When to plant/spray/harvest
      - Worked as hired farm manager (not just unskilled labor)
      - Operated own farm
      - Filing a schedule F is NOT a requirement unless operated own farm

#### Eligibility

- Be unable to obtain sufficient credit elsewhere
- Be a citizen or a legal resident alien
- Possess legal capacity to incur the loan obligation
- Be creditworthy
- Have necessary experience
- Credit Worthiness

Have you paid debts as agreed? If not,

- was the reason beyond your control? (medical bills, accident, weather, etc.)
  - Has the cause been dealt with or resolved?
- Not be delinquent on federal debt

- Not have caused the agency a loss by receiving debt forgiveness (some exceptions)
- Not have been convicted of planting, cultivating, growing, producing, harvesting, or storing a controlled substance within the last five years

### **Training/Experience/Education Requirements**

- Education and experience may be combined to meet the requirement
- College degree in Ag or related field qualifies
- Experience requires 1 year's production and marketing cycle operating or managing a farm.
- Being raised on a farm may qualify

### **Feasibility**

For FSA to make a farm loan:

- The applicant must meet the eligibility criteria
- There must be adequate collateral for the loan
- Loan funds must be used for authorized purposes
- A realistic business plan must project that the loan can be repaid (projected income exceeds projected expenses)

### **Requirements of a Farm Plan**

- Financial statement based on current values and accurate reflection of debts owed
- Yield/production projections based on three-year history (unless impacted by disaster)

- Projected price based on current economic forecasting
- Expenses based on three year history

### **Develop a business plan**

- Where are you now
- One or more years cash flow projections
- What are your goals?
  - 1 year
  - 5 years
  - Longer term
- Plan to achieve goals

### **If you need help-**

- Ask FSA Farm Loan Staff, they will help you with the application and business planning process
- Use other experts-
  - Extension Service
  - Farm Advisors
  - State Farm-Link Programs
  - Other state or community organizations

### **What to do if your loan is denied**

- Discuss the decision with the loan officer
  - Seek alternatives that might change the decision, now or in the future
- Ask for reconsideration of the decision
  - Present new or additional information to address basis for denial
- Appeal

## **What to do if your loan is denied- Eligibility**

May just need documentation, or may take actions over time

- Credit
  - Correct credit report
  - Build better credit record
- Experience
  - Affidavits to support
  - Get training/experience
- Other
  - Save down payment
  - Change entity structure

## **What to do if your loan is denied- Feasibility**

Do some “what if’s”-

- Alternative plan with different enterprise mix
- Obtain or increase non-farm income
- Would a smaller operation be viable, at least to start?
- Is leasing or renting, rather than buying assets, cheaper/practical?
- Partner with someone or swap labor for use of equipment

## **Where to get more information**

- On the web <http://www.fsa.usda.gov>
- Fact sheets on FSA farm loan and other programs
- Download and complete loan application and other forms
- Contact local FSA office

## What an agricultural customer should expect from his/her lender:

1. **He/She should be an expert on agricultural financial management**, being very familiar and comfortable with the tools of financial analysis and have the ability to understand and interpret good farm business records.
2. **He/She should have a good knowledge of agriculture**, keeping abreast of modern-day agriculture, and should understand its people and their problems and have genuine interest and concern for the customer's welfare and financial progress.
3. **He/She should be willing to make periodic visits to your farm or ranch** so that he/she has a better understanding of your business and your plans and be able to provide sound business counseling to help you reach your goals.
4. **He/She should be committed to agriculture and to serving his/her customers at all times**, including periods of adversity.
5. **He/She should be cooperative and sincere** and willing to listen to your plans and credit requests.
6. **He/She should honor his/her commitments** and provide a dependable source of credit at a competitive price and on reasonable terms.
7. **He/She should provide prompt action on credit requests** and have the ability to look at a request from the standpoint of the farmer as well as from the standpoint of sound credit analysis.
8. **He/She should explain in detail reasons for declining a request for credit.** The borrower should understand fully and have the opportunity to ask questions and present his/her views.
9. **He/She should keep all matters totally confidential** and exercise a high level of business integrity.
10. **He/She should explain all services his/her institution can provide you**, and show how he/she can service you if your credit requirements become larger in the future.
11. **He/She should make sure you know other people of authority in his/her institution**, so you can call on more than one person for information or advice.
12. **He/She should show appreciation for your business** and make sure you receive the best service possible.

From *Agri Finance* Magazine, November/December, 1982.

# A List of Credit Commandments

What an agricultural lender expects from a customer:

1. **Provide your lender with an accurate Balance Sheet and Income Statement** each year. It should be prepared by you as of same date each year. If you are approaching a new lender and he/she has no history or financial trends of your business, provide him with these records for the past three to five years.
2. **Project a Cash Flow for your business, by month, for a year in advance and review it with your lender.** If you are anticipating a major change in your farming operation, project your cash flow for a longer period of time.
3. **Maintain a good set of farm business records.** Show your lender how you use these records in making management decisions.
4. **Approach your lender in a businesslike manner and with a positive attitude.** Show him/her you have confidence in your plans and in yourself. Have your plans well thought out and explain them to him/her. Know your costs and your benefits.
5. **Always arrange for credit in advance of making any major purchase.** Don't inform your lender "after the fact" when you have made a major decision that affects you financially and then expect him/her to provide the credit.
6. **Have a repayment program fully developed.** Prepare a partial budget to show show influence of new economic investment on profit.
7. **Give your lender time to review your plans and make suggestions.** Don't push for an immediate credit decision on major purchases.
8. **Maintain good communication with your lender.** Tell him/her if your plans change or if unforeseen problems or circumstances arise in your operation which may affect your credit needs or interfere with making loan payments on time.
9. **Avoid split lines of credit if possible.** It is usually to your advantage that one lender has full responsibility for your line of credit. Exceptions may be in the case of short and intermediate term loans with one lender and long loans with another lender.
10. **Practice good production management and sound financial management at all times.** Utilize modern farming technology.
11. **Do everything possible to build confidence, understanding, and trust between you and your lender.** Exercise a high level of business integrity and always honor your commitments.
12. **Set long-range goals for your business and your family.** Show your lender where you are, where you want to go, and how you plan to get there. By sharing your plans and goals with your lender, he/she can help you reach them.

# Balance Sheet

12/31/2009 - 2009 Year

<u>Current Assets</u>	<u>Value</u>	<u>Current Liabilities</u>	<u>Value</u>
Cash & Equivalents	25,181	Cur. Portion Term Debt - Other	16,926
		Accrued Interest	1,658
<b>Total Current Assets</b>	<b>25,181</b>	<b>Total Current Liabilities</b>	<b>18,584</b>
<u>Intermediate Assets</u>		<u>Intermediate Liabilities</u>	
Machinery & Equipment	281,679	Intermediate Term Debt - Other	3,325
Farm Vehicles	7,000		
<b>Total Intermediate Assets</b>	<b>288,679</b>	<b>Total Intermediate Liabilities</b>	<b>3,325</b>
<u>Long Term Assets</u>		<u>Long Term Liabilities</u>	
Real Estate - Land	91,758	Long Term Debt - Other	14,462
<b>Total Long Term Assets</b>	<b>91,758</b>	<b>Total Long Term Liabilities</b>	<b>14,462</b>
<b>TOTAL ASSETS</b>	<b>405,618</b>	<b>TOTAL LIABILITIES</b>	<b>36,371</b>
		<b>TOTAL EQUITY</b>	<b>369,247</b>

## Personal

<u>Current Assets</u>	<u>Value</u>	<u>Current Liabilities</u>	
Stocks, Bonds	3,804		
<b>Total Current Assets</b>	<b>3,804</b>	<b>Total Current Liabilities</b>	
<u>Intermediate Assets</u>		<u>Intermediate Liabilities</u>	
Household Goods	15,000		
Car, Recreation Vehicles, etc.	16,000		
<b>Total Intermediate Assets</b>	<b>31,000</b>	<b>Total Intermediate Liabilities</b>	
<u>Long Term Assets</u>		<u>Long Term Liabilities</u>	
Retirement Accounts	42,826	Personal Non-Current Liab.	162,145
Offfarm Real Estate	232,800		
<b>Total Long Term Assets</b>	<b>275,626</b>	<b>Total Long Term Liabilities</b>	<b>162,145</b>
<b>TOTAL ASSETS</b>	<b>310,430</b>	<b>TOTAL LIABILITIES</b>	<b>162,145</b>
		<b>TOTAL EQUITY</b>	<b>148,285</b>

<u>GRAND TOTALS</u>		<u>GRAND TOTALS</u>	
Grand Total Current Assets	28,985	Grand Total Current Liabilities	18,584
Grand Total Intermediate Assets	319,679	Grand Total Intermediate Liabilities	3,325
Grand Total Long Term Assets	367,384	Grand Total Long Term Liabilities	176,607
<b>Grand Total Assets</b>	<b>716,048</b>	<b>Grand Total Liabilities</b>	<b>198,516</b>
		<b>GRAND TOTAL EQUITY</b>	<b>517,532</b>

The information above and on attached schedules is furnished for the purpose of securing and maintaining credit and is certified to be true and correct. The undersigned authorizes the FSA to make all inquiries deemed necessary to verify the accuracy of the information contained above to determine my credit-worthiness and to answer questions about their credit experience with me. I agree to notify FSA promptly to any material changes to the above. "I recognize that making any false statements on this Farm Business Plan or any other loan document may constitute a violation of criminal law".

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_



## Income & Expense Trends

Description	2007 Proj-Final Exam-PC	2006 Actuals - Final Exam	2005 Actuals - Final Exam	2004 Actuals - Final Exam	2003 Actuals - Final Exam	2002 Actuals - Final Exam
Statement Date	01/01/2007 - 12/31/2007	01/01/2006 - 12/31/2006	01/01/2005 - 12/31/2005	01/01/2004 - 12/31/2004	01/01/2003 - 12/31/2003	01/01/2002 - 12/31/2002
<b>Operating Income</b>						
Crop Sales	17,730	16,884	17,591	23,066	18,601	18,313
Livestock & Poultry Sales	11,700	10,513	12,776	11,072	9,000	8,240
Custom Hire Income	1,200	1,200	1,000	1,000	1,000	1,000
Other Income	200	200	200	660	660	650
<b>Total Operating Income</b>	<b>30,830</b>	<b>28,797</b>	<b>31,567</b>	<b>35,798</b>	<b>29,261</b>	<b>28,203</b>
<b>GROSS MARGIN</b>	<b>30,830</b>	<b>28,797</b>	<b>31,567</b>	<b>35,798</b>	<b>29,261</b>	<b>28,203</b>
<b>Operating Expenses</b>						
Chemicals	661	601	551	450	406	425
Depreciation	1,550	1,550	1,550	1,500	1,500	1,500
Feed Supplement	3,963	3,603	3,574	3,000	2,791	2,754
Fertilizers & Lime	1,868	1,698	1,502	1,407	1,326	1,462
Gas / Fuel / Oil	2,144	1,715	1,610	870	751	710
Insurance Exp.	413	375	340	340	300	275
Labor Hired	1,950	1,950	1,950	1,790	1,725	1,850
Rent - Land / Animals	3,000	3,000	3,000	3,000	3,000	2,500
Repairs & Maintenance	1,155	1,050	1,388	820	1,038	1,109
Seeds & Plants	213	194	194	185	165	183
Supplies	1,758	1,598	1,598	1,573	1,480	1,200
Taxes - Real Estate	380	380	360	360	360	300
Utilities	79	72	75	60	55	50
Vet / Breeding / Medicine	332	302	302	195	371	291
Other Expenses	330	300	265	1,295	1,194	975
Operating Interest	313	250	309			
Farm Interest	3,103	3,086	3,524	3,556	2,962	3,354
<b>Total Operating Exp.</b>	<b>23,212</b>	<b>21,724</b>	<b>22,092</b>	<b>20,401</b>	<b>19,424</b>	<b>18,938</b>
<b>NET OPER. INCOME</b>	<b>7,618</b>	<b>7,073</b>	<b>9,475</b>	<b>15,397</b>	<b>9,837</b>	<b>9,265</b>
<b>Non-Operating</b>						
Owner Withdrawal	19,900	17,600	17,900	16,400	15,900	15,900
Income Taxes	2,298	2,402	2,343	2,148	1,045	975
Non-Farm Income	20,900	20,900	19,975	9,700	9,500	9,500
Term Principal Payment	6,154	6,312	6,986	6,520	3,231	2,839
<b>MARG AFTER DEBT SERV.</b> <i>(Depreciation Added Back)</i>	<b>1,716</b>	<b>3,209</b>	<b>3,771</b>	<b>1,529</b>	<b>661</b>	<b>551</b>
Operating Loan Advance	7,500	7,500	7,500			
Term Loan Advance	8,600		2,500			
Operating Loan Pmt. & Refi.	7,500	7,500	7,500			
<b>Total Financing</b>	<b>2,446</b>	<b>-6,312</b>	<b>-4,486</b>	<b>-6,520</b>	<b>-3,231</b>	<b>-2,839</b>
<b>Capital</b>						
Capital Sales	3,400					
Capital Expenditures	14,000		2,500			
Beg. Cash on Hand	3,721	512	2,741	1,212	551	551
<b>Ending Cash On Hand</b>	<b>3,437</b>	<b>3,721</b>	<b>6,512</b>	<b>2,741</b>	<b>1,212</b>	<b>1,102</b>
<b>Grand Totals</b>						
Total Cash Inflows	71,230	57,197	61,542	45,498	38,761	37,703
Total Cash Outflows	71,514	53,988	57,771	43,969	38,100	37,152
<b>Net Cash Flow</b>	<b>-284</b>	<b>3,209</b>	<b>3,771</b>	<b>1,529</b>	<b>661</b>	<b>551</b>
Beg. Cash On Hand	3,721	512	2,741	1,212	551	551
<b>Ending Cash On Hand</b>	<b>3,437</b>	<b>3,721</b>	<b>6,512</b>	<b>2,741</b>	<b>1,212</b>	<b>1,102</b>
or LOC Balance						

# Income & Expense Trends

01/01/2007 - 12/31/2007 2007 Proj-Final Exam-PC

5 calves / 28 cows = 90% calving rate; this is supported by the past five years calving rate.

This plan is a typical plan. Information in the projected plan is realistic, verified, and supported. The hay and tobacco yields are supported by the past five years of hay and tobacco yields (used a five year average of actual yields). Used 1924-B projected prices for livestock. Used contract price for tobacco. Verified with Jack that he does not plan to increase hired labor this year; he also does not plan to pay a higher hourly wage. Verified with local suppliers that Jack purchases from that his expenses will increase an average of 10%, except for fuel/oil/gas that will increase by 25%, from last year's actual expenses. Jack also furnished data where he had contacted each of his suppliers for his 2007 projected input costs. The information furnished by Jack supports the information that FSA obtained from the suppliers. The 2007 projected expenses are supported by these supplier projections for input costs for 2007. Income taxes for 2006 are projected at \$2298 (an average of the last three years actual income taxes paid;  $\$2402 + \$2343 + \$2148 = \$6893$  divided by 3 =  $\$2298$ ) since the 2006 tax return has not been filed yet. This is more conservative than using \$2238 which is calculated by adding 2005 net operating income plus NFI ( $\$9475 + \$19975 = \$29450$ ) and dividing it into the actual income taxes paid in 2006 ( $\$2402 / \$29450 = 8\%$ ) and multiplying the 2006 actual net operating income plus NFI by 8% ( $\$7073 + \$20900 = \$27973 \times 8\% = \$2238$ ). Total projected operating income is consistent with the five year average shown in the I/E trends report; total projected operating expenses are consistent with the past years actual expenses, considering the input costs will increase in 2007 from previous years; the decrease in other expenses the past two years is due to the change in the tobacco program as Jack no longer has to pay a tobacco warehouse fee as his tobacco is purchased off the farm. Family living expenses were increased an average of 10% as rising fuel costs have caused family living expenses to increase. The 10% figure was obtained from the UT Extension Service. Jack and Emma have been successful in controlling their family living expenses when times are hard in the past, therefore this increase may be somewhat high, making the plan be more conservative. \$2000 of cash on hand will be used as a down payment on the 2005 ton truck purchase.

The projected operating expense ratio for 2007 is 53.16% as compared to an actual of 52.53% for 2006 and a five year average of 45.12%. This supports the projections as being realistic for 2007.

1/01/2006 - 12/31/2006 2006 Actuals - Final Exam

25 calves / 28 cows = 90% calving rate.

A new 2006 Toyota Corolla, personal car, was purchased for \$10000 (+); an old personal car, Toyota Corolla, was sold for \$4500 (-) and the sales proceeds were used as a down payment on the new car; and \$5500 (-) dealer financing was obtained to pay the difference; the payment on the old car was \$800 for the year as reflected on the balance sheet.

01/01/2005 - 12/31/2005 2005 Actuals - Final Exam

25 calves / 28 cows = 90% calving rate.

01/01/2004 - 12/31/2004 2004 Actuals - Final Exam

25 calves / 28 cows = 90% calving rate.

01/01/2003 - 12/31/2003 2003 Actuals - Final Exam

25 calves / 28 cows = 90% calving rate.

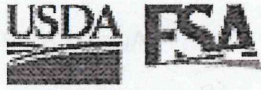
01/01/2002 - 12/31/2002 2002 Actuals - Final Exam

25 calves / 28 cows = 90% calving rate.

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 is a projected plan and does not release the security interest of the government in any security referred to in this plan. "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".

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_



# FACT SHEET

UNITED STATES DEPARTMENT OF AGRICULTURE  
FARM SERVICE AGENCY

August 2009

## How to Complete an FSA Loan Application

### Overview

This fact sheet describes how farmers can apply for a direct farm loan with the U.S. Department of Agriculture's (USDA) Farm Service Agency (FSA). FSA must follow all relevant federal credit, environmental, and debt collection laws and policies when making farm loans.

### Applying for a Loan

Farmers interested in applying for a loan should contact their local FSA office. FSA employees determine loan eligibility and approval. FSA direct farm ownership and operating loan funds can assist farmers with such needs as purchasing farmland, livestock, equipment, feed and other materials essential to farm operations; paying normal operating and family living expenses; and refinancing certain debts. FSA loans cannot be used to refinance personal debts, buy personal vehicles, or start and operate ineligible enterprises.

FSA employees at the local office can explain what information is needed and how to obtain it. In some areas, FSA can arrange for an outside organization to help the applicant gather the information and complete the forms. If available, this help is provided at no cost to the applicant. Providing all

of the following information will help the loan application process flow smoothly. (Please note that other information may be required depending on each individual situation.)

### FSA Forms

The following forms must be completed:

- FSA 2001: "Request for Direct Loan Assistance"  
- If the applicant is a cooperative, corporation, partnership, joint operation, trust, or limited liability company, additional information will be required of each member of the entity. Applicants will need to discuss the structure of the business with an agency official. (Applicants will need to provide a credit report fee, which will vary in amount depending on how many individuals are applying and/or the business structure.)
- FSA-2002: "Three Year Financial History;"
- FSA-2003: "Three Year Production History;"
- FSA-2004: "Authorization to Release Information;"
- FSA-2005: "Creditor List;"
- FSA-2006: "Property Owned and Leased;"
- FSA 2037: "Farm Business Plan Worksheet-Balance Sheet;"
- FSA 2038: "Farm Business Plan Worksheet-Projected Income and Expense;"
- FSA-2302: "Description of Farm Training and Experience."

### Additional Information

In addition to forms, an applicant must provide FSA the following information as part of the loan process: (Note: If the applicant is already an FSA borrower, this information should be on file with the FSA.)

- Proof that the applicant cannot obtain credit from private sources at reasonable rates and terms. A referral letter from a bank or other local lending institution serves as proof and may or may not be necessary depending on the applicant's financial situation;
- Three years of federal income tax returns;
- Copies of any leases, contracts, or agreements;
- Documentation showing compliance with regulations governing certain environmental programs. The local FSA office can assist the applicant with meeting this requirement.

**Emergency Loans (EM)**

EM loans help cover production and physical losses for producers in counties declared as disaster or quarantine areas. Applicants requesting an EM loan based on losses in declared areas should also provide the following forms:

- FSA 2309: "Certification of Disaster Losses"
- FSA 2310: "Request for Lender's Verification of Loan Application"

Actual Production History (APH) yields must be established by a producer's crop insurance company and will be used to calculate losses. If APH yields are not available, three years of the producer's production history will be used.

**Obtaining Forms and Submitting Loan Applications**

FSA forms can be obtained from the local FSA office or can be downloaded and printed from USDA's "eForms" Web site at: <http://forms.sc.egov.usda.gov/eForms/>.

Applicants who are having problems gathering information or completing forms should contact their local FSA office for help. After completing the required paperwork, an applicant should submit the farm loan application to the local FSA office.

**What Happens After a Loan Application is Submitted?**

After a loan application is submitted, FSA reviews the application and determines if the applicant is eligible for the requested loan. The applicant will receive written notification of each step in the process, such as when the application is received, when more information is needed, when an eligibility determination is made, and when a final decision is made. If the application is approved, FSA makes the loan and funds are distributed as needed. If the application is denied, the applicant is notified in writing of the specific reasons for the denial, and provided reconsideration and appeal rights.

**More Information**

Visit FSA's Web site, [www.fsa.usda.gov](http://www.fsa.usda.gov), for details on the types of loans and loan amounts offered, as well as for information about all FSA programs.

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The U.S. Department of Agriculture (USDA) prohibits discrimination in all its programs and activities on the basis of race, color, national origin, age, disability, and where applicable, sex, marital status, familial status, parental status, religion, sexual orientation, genetic information, political beliefs, reprisal, or because all or part of an individual's income is derived from any public assistance program. (Not all prohibited bases apply to all programs.) Persons with disabilities who require alternative means for communication of program information (Braille, large print, audiotape, etc.) should contact USDA's TARGET Center at (202) 720-2600 (voice and TDD). To file a complaint of Discrimination, write to USDA, Director, Office of Civil Rights, 1400 Independence Avenue, SW., Washington, DC 20250-9410, or call (800) 795-3272 (voice) or (202) 720-6382 (TDD). USDA is an equal opportunity provider and employer.



# FACT SHEET

UNITED STATES DEPARTMENT OF AGRICULTURE  
FARM SERVICE AGENCY

November 2009

## Loans for Beginning Farmers and Ranchers

### Overview

The U.S. Department of Agriculture's (USDA) Farm Service Agency (FSA) makes and guarantees loans to beginning farmers who are unable to obtain financing from commercial lenders. Each fiscal year, the Agency targets a portion of its direct and guaranteed farm ownership (FO) and operating loan (OL) funds to beginning farmers.

A beginning farmer is an individual or entity who (1) has not operated a farm for more than 10 years; (2) meets the loan eligibility requirements of the program to which he/she is applying; (3) substantially participates in the operation; and, (4) for FO purposes, does not own a farm greater than 30 percent of the median size farm in the county. (Note: all applicants for direct FO loans must have participated in the business operation of a farm for at least 3 years.) If the applicant is an entity, all members must be related by blood or marriage, and all members in a corporation must be eligible beginning farmers.

### Maximum Loan Amounts

- Direct FO or OL: \$300,000;

- Guaranteed FO or OL: \$1,112,000 (Amount varies annually based on inflation).

### Downpayment Program

FSA has a special loan program to assist socially disadvantaged and beginning farmers in purchasing a farm. Retiring farmers may use this program to transfer their land to future generations.

To qualify:

- The applicant must make a cash down payment of at least 5 percent of the purchase price.
- The maximum loan amount does not exceed 45 percent of the least of (a) the purchase price of the farm or ranch to be acquired; (b) the appraised value of the farm or ranch to be acquired; or (c) \$500,000 (Note: This results in a maximum loan amount of \$225,000).
- The term of the loan is 20 years. The interest rate is 4 percent below the direct FO rate, but not lower than 1.5 percent.
- The remaining balance may be obtained from a commercial lender or private party. FSA can provide up to a 95 percent guarantee if financing is

obtained from a commercial lender. Participating lenders do not have to pay a guarantee fee.

- Financing from participating lenders must have an amortization period of at least 30 years and cannot have a balloon payment due within the first 20 years of the loan.

### Sale of Inventory Farmland

FSA advertises inventory property within 15 days of acquisition. Eligible SDA and beginning farmers are given first priority to purchase these properties at the appraised market value. If one or more eligible SDA or beginning farmer offers to purchase the same property in the first 135 days, the buyer is chosen randomly.

### Joint Financing Arrangement

Beginning farmers may choose to participate in a joint financing arrangement. With this arrangement, FSA lends up to 50 percent of the amount financed, and another lender provides 50 percent or more. The interest rates can be obtained from your local FSA office and the term of the loan will not exceed 40 years or the useful life of

## **FACT SHEET**

### **Loans for Beginning Farmers and Ranchers**

November 2009

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the security.

#### **Where to Apply**

Applications for direct loan assistance may be submitted to the local FSA office serving the area where the operation is located. Local FSA offices are listed in the telephone directory under U.S. Government, Department of Agriculture or Farm Service Agency. For guaranteed loans, applicants must apply to a commercial lender who participates in the Guaranteed Loan Program. Contact your local FSA office for a list of participating lenders.

#### **For More Information**

Further information about this and other FSA programs is available from local FSA offices or on the FSA website at: [www.fsa.usda.gov](http://www.fsa.usda.gov).

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**The U.S. Department of Agriculture (USDA) prohibits discrimination in all its programs and activities on the basis of race, color, national origin, age, disability, and where applicable, sex, marital status, familial status, parental status, religion, sexual orientation, genetic information, political beliefs, reprisal, or because all or part of an individual's income is derived from any public assistance program. (Not all prohibited bases apply to all programs.) Persons with disabilities who require alternative means for communication of program information (Braille, large print, audiotape, etc.) should contact USDA's TARGET Center at (202) 720-2600 (voice and TDD). To file a complaint of Discrimination, write to USDA, Director, Office of Civil Rights, 1400 Independence Avenue, SW., Washington, DC 20250-9410, or call (800) 795-3272 (voice) or (202) 720-6382 (TDD). USDA is an equal opportunity provider and employer.**

NOVEMBER 2008

## Loans for Socially Disadvantaged Persons (Minorities and Women)

### Overview

The U.S. Department of Agriculture's (USDA) Farm Service Agency (FSA) makes and guarantees loans to eligible socially disadvantaged farmers (SDA) to buy and operate family-size farms and ranches. Each fiscal year, the Agency targets a portion of its direct and guaranteed farm ownership (FO) and operating loan (OL) funds to SDA farmers. Non-reserved funds can also be used by SDA persons.

An SDA group is a group whose members have been subject to racial, ethnic or gender prejudice because of their identity as members of a group without regard to their individual qualities. These groups consist of American Indians or Alaskan Natives, Asians, Blacks or African Americans, Native Hawaiians or other Pacific Islanders, Hispanics and women.

The Agency:

- Helps remove barriers that prevent full participation of SDA farmers in FSA's farm loan programs; and
- Provides information and assistance to SDA farmers to help them develop sound farm management practices, analyze problems, and plan the best use of available resources essential for success.

### Types of Loans and Uses of Loan Funds

Direct farm ownership loans (FO) and farm operating loans (OL) are made by FSA to eligible farmers. Guaranteed FO and OL loans are made by lending institutions subject to Federal or State supervision (banks, savings and loans, and units of the Farm Credit System) and guaranteed by FSA. Typically, FSA guarantees 90 percent of any loss the lender might incur if the loan fails. FO funds may be used to purchase or enlarge a farm or ranch, purchase easements or rights of way needed in the farm's operation, erect or improve buildings, implement soil and water conservation measures, and pay closing costs. Guaranteed FO funds may also be used to refinance debt.

OL funds may be used to purchase livestock, poultry, farm equipment, feed, seed, fuel, fertilizer, chemicals, insurance, and other operating expenses. The funds also may be used for borrower training costs, closing costs, and to reorganize and refinance debt.

### Terms and Interest Rates

Repayment terms for direct OL depend on the collateral securing the loan and usually run from 1 to 7 years. Repayment terms for direct FO vary but never exceed 40 years.

Interest rates for direct loans are set periodically according to the Government's cost of borrowing. Guaranteed loan terms are set by the lender. Interest rates for guaranteed loans are established by the lender.

### Downpayment Program

FSA has a special loan program to assist socially disadvantaged and beginning farmers in purchasing a farm. Retiring farmers may use this program to transfer their land to future generations.

To qualify:

- The applicant must make a cash down payment of at least 5 percent of the purchase price.
- The maximum loan amount does not exceed 45 percent of the least of (a) the purchase price of the farm or ranch to be acquired; (b) the appraised value of the farm or ranch to be acquired; or (c) \$500,000 (Note: This results in a maximum loan amount of \$225,000).
- The term of the loan is 20 years. The interest rate is 4 percent below the direct FO rate, but not lower than 1.5 percent.

## Fact Sheet

### Loans for Socially Disadvantaged Persons (Minorities and Women)

NOVEMBER 2008

- The remaining balance may be obtained from a commercial lender or private party. FSA can provide up to a 95 percent guarantee if financing is obtained from a commercial lender. Participating lenders do not have to pay a guarantee fee.
- Financing from participating lenders must have an amortization period of at least 30 years and cannot have a balloon payment due within the first 20 years of the loan.

#### **For more information**

Further information is available from local FSA offices or on the FSA Web site at: [www.fsa.usda.gov](http://www.fsa.usda.gov).

#### **Sale of Inventory Farmland**

FSA advertises inventory property within 15 days of acquisition. Eligible SDA and beginning farmers are given first priority to purchase these properties at the appraised market value. If one or more eligible SDA or beginning farmer offers to purchase the same property in the first 135 days, the buyer is chosen randomly.

#### **Where to Apply**

Applications for direct loan assistance may be submitted to the local FSA office serving the area where the operation is located. Local FSA offices are listed in the telephone directory under U.S. Government, Department of Agriculture or Farm Service Agency. For guaranteed loans, applicants must apply to a commercial lender who participates in the Guaranteed Loan Program. Contact your local FSA office for a list of participating lenders.

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The U.S. Department of Agriculture (USDA) prohibits discrimination in all its programs and activities on the basis of race, color, national origin, age, disability, and where applicable, sex, marital status, familial status, parental status, religion, sexual orientation, genetic information, political beliefs, reprisal, or because all or part of an individual's income is derived from any public assistance program. (Not all prohibited bases apply to all programs.)

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# FACT SHEET

UNITED STATES DEPARTMENT OF AGRICULTURE  
FARM SERVICE AGENCY

November 2009

## Farm Loan Information Chart

The following chart summarizes FSA farm loan information. Additional details are available at local FSA offices or on FSA's Web site: <a href="http://www.fsa.usda.gov">www.fsa.usda.gov</a> .			
Program	Maximum Loan Amount	Rates and Terms	Use of Proceeds
Direct Farm Ownership (FO)	\$300,000	<ul style="list-style-type: none"> <li>- Up to 40 years</li> <li>- Rates based on Agency borrowing costs</li> <li>- Temporary limited resource interest rates are available for those unable to repay at regular rates</li> <li>- Interest rate 5% if 50% of loan amount provided by other lender</li> </ul>	<ul style="list-style-type: none"> <li>- Purchase farm</li> <li>- Construct buildings or other improvements</li> <li>- Soil and water conservation</li> <li>- Pay Closing Costs</li> </ul>
Downpayment Program	The least of: <ul style="list-style-type: none"> <li>- 45% of the purchase price,</li> <li>- 45% of the appraised value,</li> <li>- \$225,000</li> </ul>	<ul style="list-style-type: none"> <li>- Term: 20 years</li> <li>- Interest rate: Direct FO rate less 4% with a floor of 1.5%</li> <li>- Down payment: 5%</li> </ul>	Purchase farm
Direct Operating (OL)	\$300,000	<ul style="list-style-type: none"> <li>- From 1 to 7 years</li> <li>- Rates based on Agency borrowing cost</li> <li>- Temporary limited resource interest rate is available for those unable to repay at regular rate</li> </ul>	<ul style="list-style-type: none"> <li>- Purchase livestock, poultry, equipment, feed, seed, farm chemicals and supplies</li> <li>- Soil and water conservation</li> <li>- Refinancing indebtedness with certain limitations</li> </ul>
Direct Emergency	100% actual or physical losses  \$500,000 maximum program indebtedness	<ul style="list-style-type: none"> <li>- From 1 to 7 years for non-real estate purposes</li> <li>- Up to 40 years for physical losses on real estate</li> <li>- Interest rate: 3.75%</li> </ul>	<ul style="list-style-type: none"> <li>- Restore or replace essential property</li> <li>- Pay all or part of production costs associated with the disaster year</li> <li>- Pay essential family living expenses</li> <li>- Reorganize the farming operation</li> <li>- Refinancing indebtedness with certain limitations</li> </ul>
Guaranteed Operating	\$1,112,000 (Amount adjusted annually for inflation)	<ul style="list-style-type: none"> <li>- From 1 to 7 years</li> <li>- Rates not to exceed the rate charged to lenders' average agricultural loan customers</li> <li>- Interest rate reduction of 4% available for those unable to repay at regular rates (with certain limitations)</li> </ul>	Same as Direct OL except loan may be used to refinance debts
Guaranteed Farm Ownership	\$1,112,000 (Amount adjusted annually for inflation)	<ul style="list-style-type: none"> <li>- Up to 40 years</li> <li>- Rates not to exceed the rate charged to lenders' average agricultural loan customers</li> </ul>	Same as Direct FO except loan may be used to refinance debts

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## **USDA Farm Loan Applications**

### **1. Direct Loan Application**

Use this application to apply for:

- Direct Farm Ownership Loans
- Direct Farm Operating Loans
- Conservation Loans
- Emergency Loans

### **2. Guaranteed Loan Application**

Use this application to apply for:

- Guaranteed Farm Ownership Loans
- Guaranteed Farm Operating Loans

### **3. Farm Storage Facility Loan Application**

Use this application to apply for:

- Farm Storage Facility Loan

### **4. Youth Loan Application**

Use this application to apply for:

- Youth Loans

FSA-2004

(03-23-10)

U. S. DEPARTMENT OF AGRICULTURE

Farm Service Agency

Position 3

**AUTHORIZATION TO RELEASE INFORMATION**

As part of considering a loan or servicing request, the Farm Service Agency (FSA), USDA, may verify information contained in the application and other documents required in connection with the request.

I authorize you to provide to FSA for verification purposes the following applicable information.

- (1) Employment or income records.
- (2) Bank accounts, stock holdings, and any other assets.
- (3) Other credit references.
- (4) Debt and collateral information.

I further authorize FSA to order a credit report and verify any other credit information.

I understand that under the Right to Financial Privacy Act of 1978, 12 U.S.C. 3401, et seq., FSA is authorized to access my financial records held by financial institutions in connection with the consideration or administration of the loan. **I also understand that financial records involving the loan and loan application will be available to FSA without further notice or authorization, but will not be disclosed or released by FSA to another Government agency or department or used for another purpose without my consent except as required or permitted by law.**

The information FSA obtains is only to be used to process the request for a loan or servicing assistance. A copy or facsimile of this authorization may be accepted as an original.

Your prompt reply is appreciated.

5A. Name	5B. Signature	5C. Date (MM-DD-YYYY)
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**Note:** *The following is made in accordance with the Privacy Act of 1974 (5 USC 552a – as amended). The authority for requesting the information identified on this form is the Consolidated Farm and Rural Development Act, as amended (7 U.S.C. 1921 et. seq.). The information will be used to determine eligibility and feasibility for loans and loan guarantees, and servicing of loans and loan guarantees. The information collected on this form may be disclosed to other Federal, State, and local government agencies, Tribal agencies, and nongovernmental entities that have been authorized access to the information by statute or regulation and/or as described in the applicable Routine Uses identified in the System of Records Notice for USDA/FSA-14, Applicant/Borrower. Providing the requested information is voluntary. However, failure to furnish the requested information may result in a denial for loans and loan guarantees, and servicing of loans and loan guarantees. The provisions of criminal and civil fraud, privacy, and other statutes may be applicable to the information provided.*

*According to the Paperwork Reduction Act of 1995, an agency may not conduct or sponsor, and a person is not required to respond to, a collection of information unless it displays a valid OMB control number. The valid OMB control number for this information collection is 0560-0237. The time required to complete this information collection is estimated to average 10 minutes per response, 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 FSA OFFICE.***

The U.S. Department of Agriculture (USDA) prohibits discrimination in all of its programs and activities on the basis of race, color, national origin, age, disability, and where applicable, sex, marital status, familial status, parental status, religion, sexual orientation, political beliefs, genetic information, reprisal, or because all or part of an individual's income is derived from any public assistance program. (Not all prohibited bases apply to all programs.) Persons with disabilities who require alternative means for communication of program information (Braille, large print, audiotape, etc.) should contact USDA's TARGET Center at (202) 720-2600 (voice and TDD).

To file a complaint of discrimination, write to USDA, Assistant Secretary for Civil Rights, Office of the Assistant Secretary for Civil Rights, 1400 Independence Avenue, S.W., Stop 9410, Washington, DC 20250-9410, or call toll-free at (866) 632-9992 (English) or (800) 877-8339 (TDD) or (866) 377-8642 (English Federal-relay) or (800) 845-6136 (Spanish Federal-relay). USDA is an equal opportunity provider and employer.

**FSA-2004**  
(03-23-10)

**U. S. DEPARTMENT OF AGRICULTURE**  
Farm Service Agency

Position 3

**AUTHORIZATION TO RELEASE INFORMATION**

As part of considering a loan or servicing request, the Farm Service Agency (FSA), USDA, may verify information contained in the application and other documents required in connection with the request.

I authorize you to provide to FSA for verification purposes the following applicable information.

- (1) Employment or income records.
- (2) Bank accounts, stock holdings, and any other assets.
- (3) Other credit references.
- (4) Debt and collateral information.

I further authorize FSA to order a credit report and verify any other credit information.

I understand that under the Right to Financial Privacy Act of 1978, 12 U.S.C. 3401, et seq., FSA is authorized to access my financial records held by financial institutions in connection with the consideration or administration of the loan. **I also understand that financial records involving the loan and loan application will be available to FSA without further notice or authorization, but will not be disclosed or released by FSA to another Government agency or department or used for another purpose without my consent except as required or permitted by law.**

The information FSA obtains is only to be used to process the request for a loan or servicing assistance. A copy or facsimile of this authorization may be accepted as an original.

Your prompt reply is appreciated.

5A. Name <i>John A. Farmer</i>	5B. Signature <i>John A. Farmer</i>	5C. Date (MM-DD-YYYY) <i>9-20-2010</i>
<p>Note: The following is made in accordance with the Privacy Act of 1974 (5 USC 552a – as amended). The authority for requesting the information identified on this form is the Consolidated Farm and Rural Development Act, as amended (7 U.S.C. 1921 et. seq.). The information will be used to determine eligibility and feasibility for loans and loan guarantees, and servicing of loans and loan guarantees. The information collected on this form may be disclosed to other Federal, State, and local government agencies, Tribal agencies, and nongovernmental entities that have been authorized access to the information by statute or regulation and/or as described in the applicable Routine Uses identified in the System of Records Notice for USDA/FSA-14, Applicant/Borrower. Providing the requested information is voluntary. However, failure to furnish the requested information may result in a denial for loans and loan guarantees, and servicing of loans and loan guarantees. The provisions of criminal and civil fraud, privacy, and other statutes may be applicable to the information provided.</p> <p>According to the Paperwork Reduction Act of 1995, an agency may not conduct or sponsor, and a person is not required to respond to, a collection of information unless it displays a valid OMB control number. The valid OMB control number for this information collection is 0560-0237. The time required to complete this information collection is estimated to average 10 minutes per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. <b>RETURN THIS COMPLETED FORM TO YOUR COUNTY FSA OFFICE.</b></p>		

The U.S. Department of Agriculture (USDA) prohibits discrimination in all of its programs and activities on the basis of race, color, national origin, age, disability, and where applicable, sex, marital status, familial status, parental status, religion, sexual orientation, political beliefs, genetic information, reprisal, or because all or part of an individual's income is derived from any public assistance program. (Not all prohibited bases apply to all programs.) Persons with disabilities who require alternative means for communication of program information (Braille, large print, audiotape, etc.) should contact USDA's TARGET Center at (202) 720-2600 (voice and TDD).

To file a complaint of discrimination, write to USDA, Assistant Secretary for Civil Rights, Office of the Assistant Secretary for Civil Rights, 1400 Independence Avenue, S.W., Stop 9410, Washington, DC 20250-9410, or call toll-free at (866) 632-9992 (English) or (800) 877-8339 (TDD) or (866) 377-8642 (English Federal-relay) or (800) 845-6136 (Spanish Federal-relay). USDA is an equal opportunity provider and employer.

## HIGHLY ERODIBLE LAND CONSERVATION (HEL) AND WETLAND CONSERVATION (WC) CERTIFICATION

(See Page 3 for Nondiscrimination, Public Burden and Privacy Act Statements).

1. Name of Producer _____	2. I.D. Number (Last 4 digits only) _____	3. Crop Year _____
4. Do you have any interest in land that produces or could produce an agricultural commodity? <i>If "YES", or, if you are a Farm Loan Applicant continue with Item 5. If "NO", and you are not a farm loan applicant, go to Item 12 and sign and date.</i>	YES	NO
5. <i>For farm loan applicants only:</i> Will you conduct any activities for fish production, trees, vineyards, shrubs, building construction, or other non-agricultural purposes on lands for which a wetland determination has not been completed by NRCS?		
6. Are you a landlord or tenant on any farm that will not be in compliance with HELC and WC provisions? <i>If "YES", enter the farm number or contact your County FSA Office before completing this form. Farm Number: _____ (Contact your county FSA office if you are unsure of the HEL or wetland determinations applicable to your farming interests.)</i>		
7. Do any of your landlords refuse to comply with HELC requirements on any farms? <i>If "YES", enter the farm number or contact your County FSA Office before completing this form. Farm Number: _____</i>		
8. List affiliated persons with farming interests. <i>See Page 3 for an explanation. Enter "NONE", if applicable.</i>		
9. During the crop year entered in Item 3 above, or the term of a requested USDA loan, did you or will you plant and produce an agricultural commodity on land for which a highly erodible determination has not been made?	YES	NO
10. Since December 23, 1985, or during the current crop year, or during the term of a requested USDA loan, has anyone performed, or will anyone perform any activities to:		
A. Create new drainage systems, or conduct land leveling, filling, dredging, land clearing, excavation, or stump removal, that has NOT been evaluated by NRCS? <i>If "YES", indicate year(s): _____</i>		
B. Improve or modify an existing drainage system that has NOT been evaluated by NRCS? <i>If "YES", indicate year(s): _____</i>		
C. Maintain an existing drainage system that has NOT been evaluated by NRCS? <i>If "YES", indicate the year(s): _____</i> <small><i>Note: Maintenance is the repair, rehabilitation, or replacement of the capacity of existing drainage systems to allow for the continued use of wetlands currently in agricultural production and the continued management of other areas as they were used before December 23, 1985. This allows a person to reconstruct or maintain the capacity of the original system or install a replacement system that is more durable or will realize lower maintenance or costs.</i></small>		
11. If "YES" to Items 5, 10A and/or 10B or 10C enter the following for the land the answer applies to:		
A. Farm and/or tract/field number: _____		
B. Activity: _____		
C. Current land use (specify crops): _____		
D. County: _____		

A "YES" answer in Items 5, 9 or 10 authorizes FSA to refer this AD-1026 to NRCS. If you check "YES" to Item 10C, NRCS does not have to conduct a certified wetland determination. (Contact your County FSA Office if you are unsure about the answers to Items 5, 9 and 10.)

**Continuous AD-1026 Certification:**

I have read the AD-1026 Appendix and understand and agree that my eligibility for certain USDA program benefits is contingent upon this certification of compliance with highly erodible land and wetland conservation provisions of the Food Security Act of 1985 as amended, and if a determination is made that results in a violation and ineligibility, I agree to refund all applicable payments.

- I agree to the terms and conditions stated on AD-1026 Appendix on all land in which I have or will have an interest and understand that I am responsible for any non-compliance with these provisions.
- I agree that I will file a revised AD-1026 if there are any changes in my operation or activities that may affect compliance with these provisions.
- I understand that affiliated persons are also subject to compliance with these provisions and their failure to comply or file AD-1026 will result in loss of eligibility to persons or enterprises with whom they are affiliated. (See Page 3 of this form for affiliated persons.)

12. Signature of Producer ▶ *I hereby certify that the information on this form is true and correct to the best of my knowledge, and I authorize NRCS to make a HEL and/or certified wetland determination on the tract or farm numbers listed above.*

\_\_\_\_\_  
Producer's Signature

\_\_\_\_\_  
Date (MM-DD-YYYY)

13. Referral to NRCS (Completed by FSA)  
*Sign and date if a NRCS determination is needed for any reason including a "YES" answer in Items 5, 9, 10A, 10B, or 10C.*

13A. Signature of FSA Representative \_\_\_\_\_

13B. Date (MM-DD-YYYY) \_\_\_\_\_

ORIGINAL - FSA COPY

NRCS COPY

PRODUCER'S COPY

**INSTRUCTIONS FOR ITEM 8 OF AD-1026**

The producer requesting benefits on AD-1026 shall attach a list of the applicable affiliated persons with farming interests who are required to file AD-1026. Follow the rules in this table to determine affiliated persons.

<i>IF producer, requesting benefits is a (an) . . .</i>	<i>THEN affiliated persons who must file AD-1026 if they have farming interests are . . .</i>
individual	spouse or minor children with separate farming interests, or who receives benefits under their individual ID number.
<b>NOTE: If the individual filing is a minor child, the father and mother shall be listed as affiliates</b>	estates, trusts, partnerships, and joint ventures in which the individual filing, or the individual's spouse or minor children have an interest.
	corporations in which the individual filing or the individual's spouse or minor children have more than 20% interest.
	general partnership
limited partnership	
limited liability company	
joint venture	
estate	
irrevocable or revocable trust	
Indian tribal venture or group	
corporation with stockholders	first level shareholders with more than 20% interest in the corporation
State	none
Church or other charitable organization	
county	
city	
public schools	
corporation with no stockholders	

**KEY TO NRCS DETERMINATIONS IN ITEMS 8 THROUGH 11 LISTED ON AD-1026A**

- |  |   |
|--|---|
| <p><b>8. HEL</b> = Highly Erodible Land:<br/> <b>"Y"</b> = NRCS determined highly erodible land.<br/> <b>"N"</b> = NRCS determined no highly erodible land.<br/> <b>" "</b> = NRCS has not made a determination.</p>   | <p><b>9. 027</b> = Approved Conservation Plan (CPA-027):<br/> <b>"Y"</b> = Tract has an approved conservation plan.<br/> <b>"N"</b> = Tract <b>does not have</b> an approved conservation plan.<br/> <b>"X"</b> = HEL flag is "Y". Producer has a 2-year grace period after soil survey is available to obtain an approved conservation plan.</p> |
| <p><b>10. A027</b> = Applying Conservation Plan:<br/> <b>"Y"</b> = Producer is actively applying an approved conservation plan or system.<br/>                 Producer is <b>NOT</b> actively applying an approved conservation plan or system.<br/> <b>"N"</b> = approved conservation plan or system.</p> | <p><b>11. W</b> = Wetlands:<br/> <b>"Y"</b> = NRCS determined wetlands on this tract.<br/>                 (* See footnote.)<br/> <b>"N"</b> = NRCS determined no wetlands on this tract.<br/> <b>" "</b> = NRCS has not made wetland determinations on entire tract.</p>   |

\* NRCS has determined a wetland does exist on this tract. Contact your local NRCS office or FSA office for details concerning the location of the wetland and restrictions applying to the land according to NRCS determination before planting an agricultural commodity or performing any drainage or manipulation on this tract.

**NOTE:** The following statements are made in accordance with the Privacy Act of 1974 (5 USC 552a) and the Paperwork Reduction Act of 1995, as amended. The authority for requesting the following information to be supplied on this form is the Food Security Act of 1985, Pub. L. 99-198, and regulations promulgated under the Act (7 CFR Part 12). The information will be used to determine eligibility for program benefits and other financial assistance administered by USDA agencies. The information may be furnished to other USDA agencies, IRS, Department of Justice, or other State and Federal law enforcement agencies, and in response to orders of a court magistrate or administrative tribunal. Furnishing the Social Security Number is voluntary. Furnishing the other requested information is voluntary; however, failure to furnish correct, complete information will result in a determination of ineligibility for certain program benefits and other financial assistance administered by USDA agencies. The provisions of criminal and civil fraud statutes, including 18 USC 286, 287, 371, 641, 1001; 15 USC 714m; and 31 USC 3729, may be applicable to the information provided by the producer on this form.

According to the Paperwork Reduction Act of 1995, an agency may not conduct or sponsor, and a person is not required to respond to, a collection of information unless it displays a valid OMB control number. The valid OMB control number for this information collection is 0560-0185. The time required to complete this information collection is estimated to average 15 minutes per response, 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 AD-1026 TO YOUR COUNTY FARM SERVICE AGENCY (FSA) OFFICE (address printed in item 6 of AD-1026A).**

The U.S. Department of Agriculture (USDA) prohibits discrimination in all its programs and activities on the basis of race, color, national origin, age, disability, and where applicable, sex, marital status, familial status, parental status, religion, sexual orientation, genetic information, political beliefs, reprisal, or because all or part of an individual's income is derived from any public assistance program. (Not all prohibited bases apply to all programs.) Persons with disabilities who require alternative means for communication of program information (Braille, large print, audiotape, etc.) should contact USDA's TARGET Center at (202) 720-2600 (voice and TDD). To file a complaint of discrimination, write to USDA, Director, Office of Civil Rights, 1400 Independence Avenue, S.W., Washington, D.C. 20250-9410, or call (800) 795-3272 (voice) or (202) 720-6382 (TDD). USDA is an equal opportunity provider and employer.

DATE:

AD-1026A (Supplemental to AD-1026)

PAGE:

1. STATE: 2. COUNTY: 3. CROP YEAR: 4. ID NO.

5. PRODUCER NAME & ADDRESS TELEPHONE 6. COUNTY OFFICE NAME & ADDRESS TELEPHONE

FARMING INTEREST (Completed by producer)

7. Circle the tract if "YES" applies to the tract for items 10, 11, 12, or 13 on AD-1026 (OP=Operator, OW=Owner, OO=Owner-Operator)

FARM NO	OP/OW/OO	TRACT NO	CROPLAND	OWNER	PHOTO/GRID	...SCS DETERMINATIONS...			
						8. HEL	9. 027	10. A027	11. Wetland

12. You are recorded as a tenant or sharecropper on the farm numbers listed below. Please specify the specific tracts that apply to you by completing item(s) a and (b).

(a) Circle "Yes" or "No" in the FARMING INTEREST column beside each tract number below to indicate whether you have a farming interest in the tract. The HELC and WC provisions will apply to all land in which you have a farming interest.

(b) If any "Yes" answer to question 10, 11, 12, or 13 on AD-1026 applies to your land listed below, circle the applicable tract in the "Tract No" column.

FARM NO	TRACT NO	FARMING INTEREST	CROPLAND	OWNER	PHOTO/GRID	-SCS DETERMINATIONS-			
						8. HEL	9. 027	10. A027	11. Wetland

13. MULTIPLE COUNTY INTEREST: (CONTROL COUNTY: ) OTHER COUNTIES & STATE:

### Appendix to Form AD-1026 Highly Erodible Land Conservation (HELIC) and Wetland Conservation (WC) Certification

The following conditions of eligibility are required for persons to receive any USDA loans or other program benefits that are subject to highly erodible land and wetland conservation provisions, unless an exemption has been granted by USDA.

**By signing Form AD-1026, Item 12, the producer certifies receipt of this form, and unless an exemption has been granted by USDA, agrees to the following on any farms in which such person has an interest:**

A	<b>NOT</b> to plant or produce an agricultural commodity on highly erodible fields unless actively applying an approved conservation plan or maintaining a fully applied conservation system.
B	<b>NOT</b> to plant or produce an agricultural commodity on wetlands converted after December 23, 1985.
C	<b>NOT</b> to convert wetlands by draining, dredging, filling, leveling, landclearing or any other means that would allow the planting of any crop, pasture, agricultural commodity, or other such crops.
D	<b>NOT</b> to use proceeds from any FSA farm loan, insured or guaranteed, or any USDA cost-share program, in such a way that might result in negative impacts to wetlands, except for those projects evaluated and approved by NRCS.

**NOTE:** Signature on Form AD-1026 gives representatives of USDA authorization to enter upon and inspect all farms in which the producer has an interest for the purpose of confirming the above statements.

Any questions concerning the requirements of the Food Security Act of 1985, as amended, shall be directed to your County FSA Office personnel before signing AD-1026 in Item 12.

**NOTE:** *The following statements are made in accordance with the Privacy Act of 1974 (5 USC 552a) and the Paperwork Reduction Act of 1995, as amended. The authority for requesting the following information to be supplied on this form is the Food Security Act of 1985, Pub. L. 99-198, and regulations promulgated under the Act (7 CFR Part 12). The information will be used to determine eligibility for program benefits and other financial assistance administered by USDA agencies. The information may be furnished to other USDA agencies, IRS, Department of Justice, or other State and Federal law enforcement agencies, and in response to orders of a court magistrate or administrative tribunal. Furnishing the Social Security Number is voluntary. Furnishing the other requested information is voluntary; however, failure to furnish to correct, complete information will result in a determination of ineligibility for certain program benefits and other financial assistance administered by USDA agencies. The provisions of criminal and civil fraud statutes, including 18 USC 286, 287, 371, 641, 1001; 15 USC 714m; and 31 USC 3729, may be applicable to the information provided by the producer on this form.*

*According to the Paperwork Reduction Act of 1995, an agency may not conduct or sponsor, and a person is not required to respond to, a collection of information unless it displays a valid OMB control number. The valid OMB control number for this information collection is 0560-0185. The time required to complete this information collection is estimated to average 15 minutes per response, 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 AD-1026 TO YOUR COUNTY FARM SERVICE AGENCY (FSA) OFFICE (address printed in Item 6 of AD-1026A).*

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### Appendix to Form AD-1026 Highly Erodible Land Conservation (HELIC) and Wetland Conservation (WC) Certification

The following conditions of eligibility are required for persons to receive any USDA loans or other program benefits that are subject to highly erodible land and wetland conservation provisions, unless an exemption has been granted by USDA.

**By signing Form AD-1026, Item 12, the producer certifies receipt of this form, and unless an exemption has been granted by USDA, agrees to the following on any farms in which such person has an interest:**

A	<b>NOT</b> to plant or produce an agricultural commodity on highly erodible fields unless actively applying an approved conservation plan or maintaining a fully applied conservation system.
B	<b>NOT</b> to plant or produce an agricultural commodity on wetlands converted after December 23, 1985.
C	<b>NOT</b> to convert wetlands by draining, dredging, filling, leveling, landclearing or any other means that would allow the planting of any crop, pasture, agricultural commodity, or other such crops.
D	<b>NOT</b> to use proceeds from any FSA farm loan, insured or guaranteed, or any USDA cost-share program, in such a way that might result in negative impacts to wetlands, except for those projects evaluated and approved by NRCS.

**NOTE:** Signature on Form AD-1026 gives representatives of USDA authorization to enter upon and inspect all farms in which the producer has an interest for the purpose of confirming the above statements.

Any questions concerning the requirements of the Food Security Act of 1985, as amended, shall be directed to your County FSA Office personnel before signing AD-1026 in Item 12.

*NOTE: The following statements are made in accordance with the Privacy Act of 1974 (5 USC 552a) and the Paperwork Reduction Act of 1995, as amended. The authority for requesting the following information to be supplied on this form is the Food Security Act of 1985, Pub. L. 99-198, and regulations promulgated under the Act (7 CFR Part 12). The information will be used to determine eligibility for program benefits and other financial assistance administered by USDA agencies. The information may be furnished to other USDA agencies, IRS, Department of Justice, or other State and Federal law enforcement agencies, and in response to orders of a court magistrate or administrative tribunal. Furnishing the Social Security Number is voluntary. Furnishing the other requested information is voluntary; however, failure to furnish to correct, complete information will result in a determination of ineligibility for certain program benefits and other financial assistance administered by USDA agencies. The provisions of criminal and civil fraud statutes, including 18 USC 286, 287, 371, 641, 1001; 15 USC 714m; and 31 USC 3729, may be applicable to the information provided by the producer on this form.*

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## HIGHLY ERODIBLE LAND CONSERVATION (HEL) AND WETLAND CONSERVATION (WC) CERTIFICATION

(See Page 3 for Nondiscrimination, Public Burden and Privacy Act Statements).

1. Name of Producer <u>John A. Farmer</u>	2. I.D. Number (Last 4 digits only) <u>0000</u>	3. Crop Year <u>2011</u>
4. Do you have any interest in land that produces or could produce an agricultural commodity? <i>If "YES", or, if you are a Farm Loan Applicant continue with Item 5. If "NO", and you are not a farm loan applicant, go to Item 12 and sign and date.</i>	YES	NO
5. <i>For farm loan applicants only:</i> Will you conduct any activities for fish production, trees, vineyards, shrubs, building construction, or other non-agricultural purposes on lands for which a wetland determination has not been completed by NRCS?	<input type="checkbox"/>	<input checked="" type="checkbox"/>
6. Are you a landlord or tenant on any farm that will not be in compliance with HELC and WC provisions? <i>If "YES", enter the farm number or contact your County FSA Office before completing this form. Farm Number: _____</i> <i>(Contact your county FSA office if you are unsure of the HEL or wetland determinations applicable to your farming interests.)</i>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
7. Do any of your landlords refuse to comply with HELC requirements on any farms? <i>If "YES", enter the farm number or contact your County FSA Office before completing this form. Farm Number: _____</i>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
8. List affiliated persons with farming interests. <i>See Page 3 for an explanation. Enter "NONE", if applicable.</i>  <u>None.</u>		
9. During the crop year entered in Item 3 above, or the term of a requested USDA loan, did you or will you plant and produce an agricultural commodity on land for which a highly erodible determination has not been made?	<input type="checkbox"/>	<input checked="" type="checkbox"/>
10. Since December 23, 1985, or during the current crop year, or during the term of a requested USDA loan, has anyone performed, or will anyone perform any activities to:	<input type="checkbox"/>	<input type="checkbox"/>
A. Create new drainage systems, or conduct land leveling, filling, dredging, land clearing, excavation, or stump removal, that has NOT been evaluated by NRCS? <i>If "YES", indicate year(s): _____</i>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
B. Improve or modify an existing drainage system that has NOT been evaluated by NRCS? <i>If "YES", indicate year(s): _____</i>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
C. Maintain an existing drainage system that has NOT been evaluated by NRCS? <i>If "YES", indicate the year(s): _____</i> <small><i>Note: Maintenance is the repair, rehabilitation, or replacement of the capacity of existing drainage systems to allow for the continued use of wetlands currently in agricultural production and the continued management of other areas as they were used before December 23, 1985. This allows a person to reconstruct or maintain the capacity of the original system or install a replacement system that is more durable or will realize lower maintenance or costs.</i></small>	<input type="checkbox"/>	<input checked="" type="checkbox"/>
11. If "YES" to Items 5, 10A and/or 10B or 10C enter the following for the land the answer applies to:		
A. Farm and/or tract/field number: _____		
B. Activity: _____		
C. Current land use (specify crops): _____		
D. County: _____		

A "YES" answer in Items 5, 9 or 10 authorizes FSA to refer this AD-1026 to NRCS. If you check "YES" to Item 10C, NRCS does not have to conduct a certified wetland determination. (Contact your County FSA Office if you are unsure about the answers to Items 5, 9 and 10.)

**Continuous AD-1026 Certification:**

I have read the AD-1026 Appendix and understand and agree that my eligibility for certain USDA program benefits is contingent upon this certification of compliance with highly erodible land and wetland conservation provisions of the Food Security Act of 1985 as amended, and if a determination is made that results in a violation and ineligibility, I agree to refund all applicable payments.

- I agree to the terms and conditions stated on AD-1026 Appendix on all land in which I have or will have an interest and understand that I am responsible for any non-compliance with these provisions.
- I agree that I will file a revised AD-1026 if there are any changes in my operation or activities that may affect compliance with these provisions.
- I understand that affiliated persons are also subject to compliance with these provisions and their failure to comply or file AD-1026 will result in loss of eligibility to persons or enterprises with whom they are affiliated. (See Page 3 of this form for affiliated persons.)

12. Signature of Producer ▶ *I hereby certify that the information on this form is true and correct to the best of my knowledge, and I authorize NRCS to make a HEL and/or certified wetland determination on the tract or farm numbers listed above.*

John A. Farmer  
\_\_\_\_\_  
Producer's Signature

9-20-2010  
\_\_\_\_\_  
Date (MM-DD-YYYY)

13. Referral to NRCS (Completed by FSA) <i>Sign and date if a NRCS determination is needed for any reason including a "YES" answer in Items 5, 9, 10A, 10B, or 10C.</i>	13A. Signature of FSA Representative	13B. Date (MM-DD-YYYY)
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ORIGINAL - FSA COPY

NRCS COPY

PRODUCER'S COPY

**FSA-2002**  
(03-31-10)

**U.S. DEPARTMENT OF AGRICULTURE**  
Farm Service Agency

Position 3

**THREE-YEAR FINANCIAL HISTORY**

1. Name	<b>FORM IS NOT REQUIRED. Applicant may submit alternate documents that provide the information collected on this form.</b>
---------	--

**A. OPERATING INCOME**

	20 <u>    </u>	20 <u>    </u>	20 <u>    </u>
1. Crop Sales			
2. Livestock & Poultry Sales			
3. Dairy Livestock Sales			
4. Milk Sales			
5. Livestock Product Sales			
6. Ag. Program Payments			
7. Crop Insurance Proceeds			
8. Custom Hire Income			
9. Other Income			
10. TOTAL OPERATING INCOME			

**B. OPERATING EXPENSES**

1. Car and Truck			
2. Chemicals			
3. Conservation			
4. Custom Hire			
5. Depreciation			
6. Feed Supplement			
7. Feed, Grain and Roughage			
8. Fertilizers and Lime			
9. Freight and Trucking			
10. Gas/Fuel/Oil			
11. Insurance			
12. Labor Hired			
13. Rent - Machinery/Equipment/Vehicle			
14. Rent - Land/Animals			
15. Repairs and Maintenance			
16. Seeds and Plants			
17. Supplies			
18. Taxes - Real Estate			
19. Utilities			
20. Veterinary/Breeding/Medicine			
21. Other Expenses			
22. Other - Irrigation			
23. Interest			
24. TOTAL OPERATING EXPENSES			

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**C. NON-OPERATING**

	20 __	20 __	20 __
1. Owner Withdrawal			
2. Income Taxes			
3. Non-Farm Income			
4. Non-Farm Expense			

**D. FINANCING**

1. Term Principal Payment			
2. Operating Loan Advance			
3. Term Loan Advance			
4. Operating Loan Payment			

**E. CAPITAL**

1. Capital Sales			
2. Capital Contributions			
3. Capital Expenditures			
4. Capital Withdrawals			

**F. SIGNATURE**

*I certify that the information is true, complete, and correct to the best of my knowledge and is provided in good faith.*

*Warning: Section 1001 of Title 18, United States Code, provides for criminal penalties to those who provide false statements. If any information is found to be false or incomplete, such finding may be grounds for denial of the requested action.)*

1. Signature	2. Date
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**RETURN THIS COMPLETED FORM TO YOUR COUNTY FSA OFFICE.**

This form is available electronically.

FSA-2002  
(03-31-10)

U.S. DEPARTMENT OF AGRICULTURE  
Farm Service Agency

Position 3

**THREE-YEAR FINANCIAL HISTORY**

1. Name  <i>John A. Farmer</i>	FORM IS NOT REQUIRED. Applicant may submit alternate documents that provide the information collected on this form.
--------------------------------------	---

**A. OPERATING INCOME**

	20 09	20 08	20 07 (Family Corp)
1. Crop Sales	\$ 57,701.-	\$ 54,500.-	N/A.
2. Livestock & Poultry Sales			
3. Dairy Livestock Sales			
4. Milk Sales			
5. Livestock Product Sales			
6. Ag. Program Payments			
7. Crop Insurance Proceeds	\$ 12,400.-		
8. Custom Hire Income			
9. Other Income		\$ 6,000.-	
10. TOTAL OPERATING INCOME	\$ 70,101.-	\$ 60,500.-	

**B. OPERATING EXPENSES**

1. Car and Truck	\$ 1800.-	\$ 1760.-	
2. Chemicals	\$ 8400.-	\$ 7300.-	
3. Conservation		-	
4. Custom Hire			
5. Depreciation	\$ 580.-	\$ 600.-	
6. Feed Supplement			
7. Feed, Grain and Roughage			
8. Fertilizers and Lime			
9. Freight and Trucking			
10. Gas/Fuel/Oil.	\$ 1600.-	\$ 1900.-	
11. Insurance	\$ 4000.-	\$ 3040.-	
12. Labor Hired	\$ 2500.-	\$ 3100.-	
13. Rent - Machinery/Equipment/Vehicle	\$ 2900.-	\$ 1950.-	
14. Rent - Land/Animals			
15. Repairs and Maintenance			
16. Seeds and Plants			
17. Supplies	\$ 2400.-	\$ 6200.- (high b/c of transition to propriet.)	
18. Taxes - Real Estate	\$ 3600.-	\$ 3100.-	
19. Utilities	\$ 500.-	\$ 470.-	
20. Veterinary/Breeding/Medicine			
21. Other Expenses	\$ 580.-	\$ 4200.-	
22. Other - Irrigation			
23. Interest	\$ 700.-	\$ 1900.-	✓
24. TOTAL OPERATING EXPENSES	\$ 34,780.-	\$ 35,460.-	

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**C. NON-OPERATING**

	2009	2008	2007
1. Owner Withdrawal	\$ 15,000.-	\$ 15,000.-	n/a
2. Income Taxes	Ø	Ø	
3. Non-Farm Income			
4. Non-Farm Expense	\$ 10,000.-	\$ 8,500.-	

**D. FINANCING**

1. Term Principal Payment	-	-	
2. Operating Loan Advance	\$ 35,000.-	\$ 35,000.-	
3. Term Loan Advance	-	-	
4. Operating Loan Payment	\$ 36,400.-	\$ 36,200.-	

**E. CAPITAL**

1. Capital Sales	\$ 800.-	-	
2. Capital Contributions	-	-	
3. Capital Expenditures		\$ 1100.-	
4. Capital Withdrawals	-	-	

**F. SIGNATURE**

I certify that the information is true, complete, and correct to the best of my knowledge and is provided in good faith.

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1. Signature	2. Date
John A Farmer.	9-20-2010.

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**RETURN THIS COMPLETED FORM TO YOUR COUNTY FSA OFFICE.**

**FSA-2003**  
(03-31-10)

**U.S. DEPARTMENT OF AGRICULTURE**  
Farm Service Agency

Position 3

**THREE-YEAR PRODUCTION HISTORY**

1. Name	<b>FORM IS NOT REQUIRED. Applicant may submit alternate documents that provide the information collected on this form.</b>
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**A. DAIRY PRODUCTION**

	20__	20__	20__
1. DAIRY COWS			
a. Herd Number			
b. Lbs. of Milk Sold			
c. Average Production Per Cow			
d. Calves Sold			
e. Calves Average Sale Weight			
f. Number of Cows Culled			

**B. LIVESTOCK AND POULTRY PRODUCTION**

1. Livestock Type: _____			
a. Units Raised			
b. Units Purchased			
c. Total Units			
d. Units Sold			
e. Death Loss			
f. Purchase Weight			
g. Sales Weight			
2. Livestock Type: _____			
a. Units Raised			
b. Units Purchased			
c. Total Units			
d. Units Sold			
e. Death Loss			
f. Purchase Weight			
g. Sales Weight			
3. Livestock Type: _____			
a. Units Raised			
b. Units Purchased			
c. Total Units			
d. Units Sold			
e. Death Loss			
f. Purchase Weight			
g. Sales Weight			

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**C. CROP PRODUCTION**

	20 __	20 __	20 __
1. Crop _____ Unit _____			
a. Total Yield			
b. Acres			
c. Average Yield			
2. Crop _____ Unit 1 _____			
a. Total Yield			
b. Acres			
c. Average Yield			
3. Crop _____ Unit _____			
a. Total Yield			
b. Acres			
c. Average Yield			
4. Crop _____ Unit _____			
a. Total Yield			
b. Acres			
c. Average Yield			
5. Crop _____ Unit _____			
a. Total Yield			
b. Acres			
c. Average Yield			
6. Crop _____ Unit _____			
a. Total Yield			
b. Acres			
c. Average Yield			
7. Crop _____ Unit _____			
a. Total Yield			
b. Acres			
c. Average Yield			
8. Crop _____ Unit _____			
a. Total Yield			
b. Acres			
c. Average Yield			
9. Crop _____ Unit _____			
a. Total Yield			
b. Acres			
c. Average Yield			

**D. SIGNATURE**

*I certify that the information is true, complete, and correct to the best of my knowledge and is provided in good faith. (Warning: Section 1001 of Title 18, United States Code, provides for criminal penalties to those who provide false statements. If any information is found to be false or incomplete, such finding may be grounds for denial of the requested action.)*

1. Signature	2. Date
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FSA-2003  
(03-31-10)

U.S. DEPARTMENT OF AGRICULTURE  
Farm Service Agency

Position 3

### THREE-YEAR PRODUCTION HISTORY

FORM IS NOT REQUIRED. Applicant may submit alternate documents that provide the information collected on this form.

1. Name *John A. Farmer*

#### A. DAIRY PRODUCTION

	20__	20__	20__
1. DAIRY COWS			
a. Herd Number			
b. Lbs. of Milk Sold			
c. Average Production Per Cow			
d. Calves Sold			
e. Calves Average Sale Weight			
f. Number of Cows Culled			

#### B. LIVESTOCK AND POULTRY PRODUCTION

1. Livestock Type: _____			
a. Units Raised			
b. Units Purchased			
c. Total Units			
d. Units Sold			
e. Death Loss			
f. Purchase Weight			
g. Sales Weight			
2. Livestock Type: _____			
a. Units Raised			
b. Units Purchased			
c. Total Units			
d. Units Sold			
e. Death Loss			
f. Purchase Weight			
g. Sales Weight			
3. Livestock Type: _____			
a. Units Raised			
b. Units Purchased			
c. Total Units			
d. Units Sold			
e. Death Loss			
f. Purchase Weight			
g. Sales Weight			

*NA*

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**C. CROP PRODUCTION**

	2009	2008	2007
1. Crop <u>Cranberries (dry pick)</u> Unit <u>Barrels.</u>			<u>N/A</u>
a. Total Yield	<u>915</u>	<u>879</u>	
b. Acres	<u>16</u>	<u>16</u>	
c. Average Yield <u>(2 years)</u>	<u>897</u>	<u>897</u>	
2. Crop _____ Unit _____			
a. Total Yield			
b. Acres			
c. Average Yield			
3. Crop _____ Unit _____			
a. Total Yield			
b. Acres			
c. Average Yield			
4. Crop _____ Unit _____			
a. Total Yield			
b. Acres			
c. Average Yield			
5. Crop _____ Unit _____			
a. Total Yield			
b. Acres			
c. Average Yield			
6. Crop _____ Unit _____			
a. Total Yield			
b. Acres			
c. Average Yield			
7. Crop _____ Unit _____			
a. Total Yield			
b. Acres			
c. Average Yield			
8. Crop _____ Unit _____			
a. Total Yield			
b. Acres			
c. Average Yield			
9. Crop _____ Unit _____			
a. Total Yield			
b. Acres			
c. Average Yield			

**D. SIGNATURE**

I certify that the information is true, complete, and correct to the best of my knowledge and is provided in good faith. (Warning: Section 1001 of Title 18, United States Code, provides for criminal penalties to those who provide false statements. If any information is found to be false or incomplete, such finding may be grounds for denial of the requested action.)

1. Signature

*John A. Farmer*

2. Date

9-20-2015

**FSA-2005**  
(03-22-10)

**U.S. DEPARTMENT OF AGRICULTURE**  
Farm Service Agency

Position 3

**CREDITOR LIST**

**A. INSTRUCTIONS:** List all creditors to whom you are presently indebted, or provide alternate documents that provide the same

1. Name:

**B. CREDITORS (Complete a separate entry for each creditor)**

1A. Name and Address	1B. Telephone Number
	1C. Account Number
	1D. Contact Person
2A. Name and Address	2B. Telephone Number
	2C. Account Number
	2D. Contact Person
3A. Name and Address	3B. Telephone Number
	3C. Account Number
	3D. Contact Person
4A. Name and Address	4B. Telephone Number
	4C. Account Number
	4D. Contact Person
5A. Name and Address	5B. Telephone Number
	5C. Account Number
	5D. Contact Person

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6A. Name and Address	6B. Telephone Number
	6C. Account Number
	6D. Contact Person
7A. Name and Address	7B. Telephone Number
	7C. Account Number
	7D. Contact Person
8A. Name and Address	8B. Telephone Number
	8C. Account Number
	8D. Contact Person
9A. Name and Address	9B. Telephone Number
	9C. Account Number
	9D. Contact Person

**C. SIGNATURE**

*I certify that the information is true, complete, and correct to the best of my knowledge and is provided in good faith. (Warning: Section 1001 of Title 18, United States Code, provides for criminal penalties to those who provide false statements. If any information is found to be false or incomplete, such finding may be grounds for denial of the requested action.)*

1. Signature	2. Date
--------------	---------

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This form is available electronically.

FSA-2005  
(03-22-10)

U.S. DEPARTMENT OF AGRICULTURE  
Farm Service Agency

Position 3

**CREDITOR LIST**

**A. INSTRUCTIONS:** List all creditors to whom you are presently indebted, or provide alternate documents that provide the same information. In the case of an entity, the entity and each individual member must complete this form or provide alternate documents.

1. Name:

**B. CREDITORS (Complete a separate entry for each creditor)**

<p>1A. Name and Address</p> <p>Some name local ag-supply company 3400 Cape cod Highway Barnstable, MA 02630</p>	<p>1B. Telephone Number</p> <p>(508)-000-0000</p>
	<p>1C. Account Number</p> <p>369 368 367 - MA</p>
	<p>1D. Contact Person</p> <p>Ann Some name - Acct manager. Ext. 4.</p>
<p>2A. Name and Address</p> <p>Somename local propane company 471 Bog Rd. Plymouth, MA 02345</p>	<p>2B. Telephone Number</p> <p>(508)-000-0000</p>
	<p>2C. Account Number</p> <p>110078-RD</p>
	<p>2D. Contact Person</p> <p>Jack Somename - owner.</p>
<p>3A. Name and Address</p> <p>Somename Equipment Dealer 184 Boston Rd. Raynham, MA 02767 (parts account only)</p>	<p>3B. Telephone Number</p> <p>(508)-000-0000</p>
	<p>3C. Account Number</p> <p>19873896000-0</p>
	<p>3D. Contact Person</p> <p>Laura Somename - acct manager.</p>
<p>4A. Name and Address</p> <p>Bank of America credit card. (VISA) Charlotte, NC.</p>	<p>4B. Telephone Number</p>
	<p>4C. Account Number</p> <p>3894 0000 3333 XXXX</p>
	<p>4D. Contact Person</p>
<p>5A. Name and Address</p> <p>Some name local auto-repair shop 16 Somerset Rd. Plymouth, MA 02630</p>	<p>5B. Telephone Number</p> <p>(508) 000-0000</p>
	<p>5C. Account Number</p> <p>my name</p>
	<p>5D. Contact Person</p> <p>Frank (owner).</p>

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6A. Name and Address Somename local irrigation supply co 3800 veterans highway Plympton, MA	6B. Telephone Number (508) 000-0000
	6C. Account Number my name.
	6D. Contact Person (Ext. 3.) Lisa Somename - Acct manager.
	7B. Telephone Number (508) 000-0000
7A. Name and Address Somename local hospital plymouth, MA  Note: Being paid according to plan (prev. injury)	7C. Account Number my name
	7D. Contact Person (Ext. 10) Bill Somename Acct manager.
	8B. Telephone Number
	8C. Account Number
8A. Name and Address	8D. Contact Person
	9B. Telephone Number
	9C. Account Number
9A. Name and Address	9D. Contact Person

**C. SIGNATURE**

I certify that the information is true, complete, and correct to the best of my knowledge and is provided in good faith. (Warning: Section 1001 of Title 18, United States Code, provides for criminal penalties to those who provide false statements. If any information is found to be false or incomplete, such finding may be grounds for denial of the requested action.)

1. Signature  John A. Farmer	2. Date  9-20-2010
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FSA-2037  
(03-24-10)

U.S. DEPARTMENT OF AGRICULTURE  
Farm Service Agency

Position 3

**FARM BUSINESS PLAN WORKSHEET**  
Balance Sheet

1. NAME \_\_\_\_\_ 2. Date of Balance Sheet \_\_\_\_\_

A – CURRENT ASSETS					B – CURRENT LIABILITIES														
1A. Cash and Equivalents					\$ Value					2A. Accounts Payable					\$ Amount				
1B. Marketable Bonds and Securities																			
1C. Accounts Receivable										2B. Income Taxes Payable									
										2C. Real Estate Taxes Payable									
1D. Crop Inventory		1E. Measure	1F. # Units	1G. \$/Unit	\$ Value														
										<b>Notes Payable Due Within 12 Months</b>									
					2D. Creditor					2E. Purpose									
					2F. Interest Rate		2G. Accrued Interest		2H. Payment Amount		2I. Next Payment Date		2J. Principal Balance						
					(1)														
1H. Growing Crops			1I. # Acres	1J. Cost/Acre	\$ Value					(2)									
					(3)														
1K. Market Livestock-Poultry		1L. # Head	1M. Weight	1N. \$/Unit	\$ Value					(4)									
					2K. Accrued Interest On:					\$ Amount									
					(1) Current Liabilities														
					(2) Intermediate Liabilities														
					(3) Long Term Liabilities														
1O. Livestock Products		1P. Measure	1Q. # Units	1R. \$/Unit	\$ Value					2L. Current Portion of Principal Due On:									
					(1) Current Liabilities														
					(2) Intermediate Liabilities														
1S. Prepaid Expenses and Supplies										2M. Other Current Liabilities									
1T. Other Current Assets																			
<b>1U. TOTAL CURRENT ASSETS (Items 1A through 1T)</b>										<b>2N. TOTAL CURRENT LIABILITIES (Items 2A through 2M)</b>									

C – INTERMEDIATE ASSETS					E – INTERMEDIATE LIABILITIES					
3A. Machinery & Equipment/Farm Vehicles (Entered on Page 4)					1.j1k1;k;k1;	5A. Creditor			5B. Purpose	
3B. Breeding Stock	3C. Raised/Purch	3D. # Head	3E. \$/Head	\$ Value		5C. Interest Rate	5D. Accrued Interest	5E. Payment Amount	5F. Next Payment Date	5G. Principal Balance
					(1)					
					(2)					
					(3)					
3F. Notes Receivable					(4)					
					(5)					
3G. Not Readily Marketable Bonds and Securities										
					(6)					
3H. Other Intermediate Assets					(7)					
3I. TOTAL INTERMEDIATE ASSETS (Items 3A through 3H)					5H. TOTAL INTERMEDIATE LIABILITIES (Item 5G (1 through 7))					
D – LONG TERM ASSETS					F – LONG TERM LIABILITIES					
4A. Building and Improvements					\$ Value	6A. Creditor			6B. Purpose	
						6C. Interest Rate	6D. Accrued Interest	6E. Payment Amount	6F. Next Payment Date	6G. Principal Balance
					(1)					
					(2)					
4B. Real Estate-Land	4C. Total Acres	4D. Crop Acres	4E. %Owned	4F. \$/Acre						
					(3)					
					(4)					
					(5)					
					(6)					
4G. Other Long Term Assets				\$ Value	(7)					
4H. TOTAL LONG TERM ASSETS (Items 4A through 4G)					6H. TOTAL LONG TERM LIABILITIES (Item 6GA (1 through 7))					
4I. TOTAL FARM ASSETS (From Items 1U, 3I and 4H)					6I. TOTAL FARM LIABILITIES (From Items 2N, 5H, and 6H)					
					6J. TOTAL FARM EQUITY (Item 4I minus Item 6I)					



G – PERSONAL ASSETS		H – PERSONAL LIABILITIES				
	\$ Value	8A. Creditor			8B. Purpose	
		8C. Interest Rate	8D. Accrued Interest	8E. Payment Amount	8F. Next Payment Date	8G. Principal Balance
7A. Cash and Equivalents						
7B. Stocks, Bonds		(1)				
7C. Cash Value Life Insurance						
7D. Other Current Assets		(2)				
7E. Household Goods						
7F. Car, Recreational Vehicle, Etc.		(3)				
7G. Other Intermediate Assets						
7H. Retirement Accounts		(4)				
7I. Non-Farm Business						
7J. Non-Farm Real Estate		8H. Other Liabilities				
7K. Other Long Term Assets						
<b>7L. TOTAL PERSONAL ASSETS (Items 7A through 7K)</b>		<b>8I. TOTAL PERSONAL LIABILITIES</b>				
<b>7M. TOTAL ASSETS (Item 4I and Item 7L)</b>		<b>8J. TOTAL LIABILITIES (Item 6I and Item 8I)</b>				
		<b>8K. TOTAL EQUITY (Item 7M minus Item 8J)</b>				

**I - WARNING**

*I certify that the information provided is true, complete, and correct to the best of my knowledge and is provided in good faith. (Warning: Section 1001 of Title 18, United States Code, provides for criminal penalties to those who provide false statements. If any information is found to be false or incomplete, such finding may be grounds for denial of the requested action.)*

9A. SIGNATURE	9B. DATE
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10. COMMENTS

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**J – MACHINERY AND EQUIPMENT**

11A. Qty.	11B. Description	11C. Manufacturer	11D. Size/Type	11E. Condition	11F. Year	11G. Serial Number	11H. \$ Value

11I TOTAL \$ VALUE OF (ITEM 1H)

**K – FARM VEHICLES**

12A. Qty.	12B. Description	12C. Manufacturer	12D. Size/Type	12E. Condition	12F. Year	12G. Serial Number/VIN	12H. \$ Value

12I. TOTAL \$ VALUE OF (12H)

12J. TOTAL \$ VALUE OF (ITEMS 11I AND 12I) TRANSFER TO ITEM 3A)

FSA-2038  
(03-24-10)

U.S. DEPARTMENT OF AGRICULTURE  
Farm Service Agency

Position 3

**FARM BUSINESS PLAN WORKSHEET**  
Projected/Actual Income and Expense

1. NAME \_\_\_\_\_ 2. For Production Cycle Beginning: \_\_\_\_\_ 20 \_\_\_\_ Thru: \_\_\_\_\_ 20 \_\_\_\_  Projected  
 Actual

**A - INCOME**

**1. Crop Sales:**

1A. Description	Production				1F. Farm Use	Purchases			Sales		
	1B. Acres	1C. Yield	1D. % Share	1E. # Units		1G. # Units	1H. \$/Unit	1I. Total \$	1J. # Units	1K. \$/Unit	1L. Total \$

**2. Livestock and Poultry Sales:**

2A. Description	2B. Purch/Raised		2C. # Units	Purchases			2G. Death Loss	Sales			
	P	R		2D. Weight	2E. \$/Unit	2F. Total \$		2H. # Units	2I. Weight	2J. \$/Unit	2K. Total \$

**3. Dairy Livestock Sales:**

3A. Description	3B. Purch/Raised		3C. # Head	Purchases			3G. Death Loss	Sales			
	P	R		3D. Weight	3E. \$/Unit	3F. Total \$		3H. # Units	3I. Weight	3J. \$/Unit	3K. Total \$

**4. Milk Sales:**

4A. Description	4B. # Head	4C. Production/Head/Year	4D. Total Production	4E. Price	4F. Sales \$

**5. Livestock Product Sales:**

5A. Description	5B. Production	5C. Measure	Sales		
			5D. Units	5E. \$/Unit	5F. Total \$

**A - INCOME** (Continued)

6. Ag Program Payments	\$ Amount	8. Custom Hire Income	\$ Amount
7. Crop Insurance Proceeds	\$ Amount	9. Other Income	\$ Amount
		10. Total Income (Items 1 through 9)	

**B - EXPENSES**

	\$ Amount		\$ Amount
11. Car and Truck		23. Rent - Land/Animals	
12. Chemicals		24. Repairs and Maintenance	
13. Conservation		25. Seeds and Plants	
14. Custom Hire		26. Supplies	
15. Feed Supplement		27. Taxes - Real Estate	
16. Feed, Grain and Roughage		28. Utilities	
17. Fertilizers and Lime		29. Veterinary/Breeding/Medicine	
18. Freight and Trucking		30. Other Expenses	
19. Gas/Fuel/Oil		31. Other - Irrigation	
20. Insurance			
21. Labor Hired			
22. Rent - Machinery/Equipment/Vehicles		32. Interest	
		33. Total Expenses (Items 11 through 32)	

**C - NON-OPERATING**

34. Owner Withdrawal (Total Family Living Expenses and Non-Farm Debt Payments)		36. Non-Farm Income	
35. Income Taxes		37. Non-Farm Expense	

**D - CAPITAL**

38. Capital Sales		40. Capital Expenditures	
39. Capital Contributions		41. Capital Withdrawals	

**E - WARNING**

I certify that the information provided is true, complete, and correct to the best of my knowledge and is provided in good faith. (Warning: Section 1001 of Title 18, United States Code, provides for criminal penalties to those who provide false statements. If any information is found to be false or incomplete, such finding may be grounds for denial of the requested action.)

42A. SIGNATURE	42B. DATE
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U.S. DEPARTMENT OF AGRICULTURE  
Farm Service Agency

Position 3

FSA-2037  
(03-24-10)

FARM BUSINESS PLAN WORKSHEET

Balance Sheet

1. NAME *John A. Farmer* 2. Date of Balance Sheet *09-20-2010*

A - CURRENT ASSETS					B - CURRENT LIABILITIES				
1A. Cash and Equivalents					2A. Accounts Payable				
\$ Value					\$ Amount				
<i>1200.-</i>					<i>Someone local ag supply co, 380.-</i>				
					<i>Someone propane co 250.-</i>				
1B. Marketable Bonds and Securities					<i>Someone equipment dealer (parts) 600.-</i>				
					<i>Someone local auto-repair 750.-</i>				
					<i>Someone irrigation 65.-</i>				
1C. Accounts Receivable					2B. Income Taxes Payable				
<i>200.-</i>									
					2C. Real Estate Taxes Payable ( <i>quarterly</i> )				
					<i>900.-</i>				
1D. Crop Inventory					Notes Payable Due Within 12 Months				
1E. Measure	1F. # Units	1G. \$/Unit	\$ Value		2D. Creditor		2E. Purpose		
					2F. Interest Rate	2G. Accrued Interest	2H. Payment Amount	2I. Next Payment Date	2J. Principal Balance
					<i>(1) Bank of America (USA)</i>				
1H. Growing Crops	1L. # Acres	1J. Cost/Acre	\$ Value		<i>16.99%</i>	<i>-</i>	<i>\$470.-</i>	<i>10/31/10</i>	<i>\$470.-</i>
<i>Cranberry crop</i>			<i>40,000.-</i>		<i>(2) FSA direct annual operating loan (OL)</i>				
					<i>3.125%</i>	<i>\$930.-</i>	<i>\$36,094.-</i>	<i>01/31/2011</i>	<i>\$35,000.-</i>
					<i>(3)</i>				
					<i>(4)</i>				
1K. Market Livestock-Poultry	1L. # Head	1M. Weight	1N. \$/Unit	\$ Value					
					2K. Accrued Interest On:				
					(1) Current Liabilities				
					(2) Intermediate Liabilities				
					(3) Long Term Liabilities				
1O. Livestock Products	1P. Measure	1Q. # Units	1R. \$/Unit	\$ Value	2L. Current Portion of Principal Due On:				
					(1) Current Liabilities				
					(2) Intermediate Liabilities				
1S. Prepaid Expenses and Supplies				\$ Value	2M. Other Current Liabilities				
<i>Chemicals</i>				<i>1800.-</i>					
1T. Other Current Assets									
1U. TOTAL CURRENT ASSETS (Items 1A through 1T)				<i>43,200.-</i>	2N. TOTAL CURRENT LIABILITIES (Items 2A through 2M)				<i>39,509.-</i>

**J - MACHINERY AND EQUIPMENT**

11A. Qty.	11B. Description	11C. Manufacturer	11D. Size/Type	11E. Condition	11F. Year	11G. Serial Number	11H. \$ Value
1	Backhoe	Some brand	110	Fair	1970	000036A	3,800.-
3	(dry) pickers	Some brand	-	good	?	-	15,000.-
2	bag Sanders	home-made	-	good	-	-	10,000.-
<b>11I TOTAL \$ VALUE OF (ITEM 1H)</b>							28,800.-

**K - FARM VEHICLES**

12A. Qty.	12B. Description	12C. Manufacturer	12D. Size/Type	12E. Condition	12F. Year	12G. Serial Number/VIN	12H. \$ Value
1	Flatbed truck	Some brand	T 100	Fair			2,000.-
<b>12I. TOTAL \$ VALUE OF (12H)</b>							28,800.-

**12J. TOTAL \$ VALUE OF (ITEMS 11I AND 12I) TRANSFER TO ITEM 3A** 30,800.-

C - INTERMEDIATE ASSETS					E - INTERMEDIATE LIABILITIES					
3A. Machinery & Equipment/Farm Vehicles (Entered on Page 4)					5A. Creditor			5B. Purpose		
3B. Breeding Stock	3C. Raised/Purch	3D. # Head	3E. \$/Head	\$ Value	5C. Interest Rate	5D. Accrued Interest	5E. Payment Amount	5F. Next Payment Date	5G. Principal Balance	
<i>equipment from page 4 →</i>				30,800.-	(1)					
					(2)					
					(3)					
3F. Notes Receivable					(4)					
					(5)					
3G. Not Readily Marketable Bonds and Securities					(6)					
					(7)					
3H. Other Intermediate Assets					(7)					
3I. TOTAL INTERMEDIATE ASSETS (Items 3A through 3H)					30,800.-	5H. TOTAL INTERMEDIATE LIABILITIES (Item 5G (1 through 7))			0	
D - LONG TERM ASSETS					F - LONG TERM LIABILITIES					
4A. Building and Improvements					\$ Value	6A. Creditor			6B. Purpose	
<i>(house &amp; barn included in figure below)</i>						6C. Interest Rate	6D. Accrued Interest	6E. Payment Amount	6F. Next Payment Date	6G. Principal Balance
					(1)					
					(2)					
4B. Real Estate-Land	4C. Total Acres	4D. Crop Acres	4E. %Owned	4F. \$/Acre						
<i>Farm w/ dwelling</i>	100	16	100%	575,000	(3)					
					(4)					
					(5)					
					(6)					
4G. Other Long Term Assets					\$ Value	(7)				
4H. TOTAL LONG TERM ASSETS (Items 4A through 4G)					575,000	6H. TOTAL LONG TERM LIABILITIES (Item 6A (1 through 7))			0	
4I. TOTAL FARM ASSETS (From Items 1U, 3I and 4H)					649,000	6I. TOTAL FARM LIABILITIES (From Items 2N, 5H, and 6H)			39,509	
						6J. TOTAL FARM EQUITY (Item 4I minus Item 6I)			609,491	

G - PERSONAL ASSETS		H - PERSONAL LIABILITIES					
	\$ Value	8A. Creditor			8B. Purpose		
		8C. Interest Rate	8D. Accrued Interest	8E. Payment Amount	8F. Next Payment Date	8G. Principal Balance	
7A. Cash and Equivalents	1,000.-						
7B. Stocks, Bonds		(1)	Some name Hospital, Plymouth, MA (prev. injury)				
7C. Cash Value Life Insurance		7%	-	\$125/mo	10/31/2010	8,500.-	
7D. Other Current Assets		(2)					
7E. Household Goods	5,000.-						
7F. Car, Recreational Vehicle, Etc.	750.-	(3)					
7G. Other Intermediate Assets							
7H. Retirement Accounts		(4)					
7I. Non-Farm Business							
7J. Non-Farm Real Estate		8H. Other Liabilities					
7K. Other Long Term Assets							
7L. TOTAL PERSONAL ASSETS (Items 7A through 7K)	6,750.-	8I. TOTAL PERSONAL LIABILITIES					8,500.-
7M. TOTAL ASSETS (Item 4I and Item 7L)		8J. TOTAL LIABILITIES (Item 6I and Item 8I)					48,009.-
		8K. TOTAL EQUITY (Item 7M minus Item 8J)					600,991.-

**I - WARNING**  
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9A. SIGNATURE: *John A. Farmer*

9B. DATE: *9-20-2010*

10. COMMENTS: *Generational Family Farm with no mortgage. Equity is high, but almost all assets tied into the land.*

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U.S. DEPARTMENT OF AGRICULTURE  
Farm Service Agency

Position 3

FSA-2038  
(03-24-10)

**FARM BUSINESS PLAN WORKSHEET**  
Projected/Actual Income and Expense

1. NAME: John A. Farmer

2. For Production Cycle Beginning: May 1, 2011 Thru: April 30, 2012

Projected  
 Actual

**A - INCOME**

**1. Crop Sales:**

1A. Description	Production				1F. Farm Use	Purchases			Sales		
	1B. Acres	1C. Yield	1D. % Share	1E. # Units		1G. # Units	1H. \$/Unit	1I. Total \$	1J. # Units	1K. \$/Unit	1L. Total \$
Cranberries (dry-picked)	16	56,000	100	897	✓	-	-	-	897	64.33	57,704.

**2. Livestock and Poultry Sales:**

2A. Description	2B. Purch/Raised		2C. # Units	Purchases			2G. Death Loss	Sales				
	P	R		2D. Weight	2E. \$/Unit	2F. Total \$		2H. # Units	2I. Weight	2J. \$/Unit	2K. Total \$	

**3. Dairy Livestock Sales:**

3A. Description	3B. Purch/Raised		3C. # Head	Purchases			3G. Death Loss	Sales				
	P	R		3D. Weight	3E. \$/Unit	3F. Total \$		3H. # Units	3I. Weight	3J. \$/Unit	3K. Total \$	

**4. Milk Sales:**

4A. Description	4B. # Head	4C. Production/Head/Year	4D. Total Production	4E. Price	4F. Sales \$

**5. Livestock Product Sales:**

5A. Description	5B. Production	5C. Measure	Sales		
			5D. Units	5E. \$/Unit	5F. Total \$

**A - INCOME (Continued)**

6. Ag Program Payments	\$ Amount	8. Custom Hire Income	\$ Amount
<i>none projected</i>	0		0
7. Crop Insurance Proceeds	\$ Amount	9. Other Income	\$ Amount
<i>none projected</i>	0		0
			10. Total Income (Items 1 through 9)
			0

**B - EXPENSES**

	\$ Amount		\$ Amount
11. Car and Truck	1800.-	23. Rent - Land/Animals	
12. Chemicals	8400.-	24. Repairs and Maintenance	
13. Conservation		25. Seeds and Plants	
14. Custom Hire		26. Supplies	2000.-
15. Feed Supplement		27. Taxes - Real Estate	3600.-
16. Feed, Grain and Roughage		28. Utilities	500.-
17. Fertilizers and Lime		29. Veterinary/Breeding/Medicine	
18. Freight and Trucking		30. Other Expenses	5800.-
19. Gas/Fuel/Oil	1600.-	31. Other - Irrigation	
20. Insurance	4100.-		
21. Labor Hired	2800.-		
22. Rent - Machinery/Equipment/Vehicles	2900.-	32. Interest	700.-
			33. Total Expenses (Items 11 through 32)
			34,200.-

**C - NON-OPERATING**

34. Owner Withdrawal (Total Family Living Expenses and Non-Farm Debt Payments)	18,000.-	36. Non-Farm Income <i>oil delivery (winter)</i>	8,000.-
35. Income Taxes	0	37. Non-Farm Expense	0

**D - CAPITAL**

38. Capital Sales <i>none planned</i>	0	40. Capital Expenditures <i>none planned</i>	0
39. Capital Contributions " "	0	41. Capital Withdrawals " "	0

**E - WARNING**

I certify that the information provided is true, complete, and correct to the best of my knowledge and is provided in good faith. (Warning: Section 1001 of Title 18, United States Code, provides for criminal penalties to those who provide false statements. If any information is found to be false or incomplete, such finding may be grounds for denial of the requested action.)

42A. SIGNATURE <i>John A. Farmer</i>	42B. DATE <i>9-20-2010</i>
--------------------------------------	----------------------------

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FSA-2302  
(03-22-10)

U.S. DEPARTMENT OF AGRICULTURE  
Farm Service Agency

Position 3

### DESCRIPTION OF FARM TRAINING AND EXPERIENCE

**INSTRUCTIONS: For new applicants or applicants adding new enterprise only.**

1. NAME:

2. TRAINING: Describe completed farm training. Include any courses or training in production or financial management.

3. EXPERIENCE: Describe farm experience. Include the type of operation where experience was gained and the duties and responsibilities of the position held.

4A. SIGNATURE

4B. DATE

**NOTE:** The following statement is made in accordance with the Privacy Act of 1974 (5 U.S.C. 552a - as amended). The authority for requesting the information identified on this form is the Consolidated Farm and Rural Development Act, as amended (7 U.S.C. 1921 *et. seq.*). The information will be used to determine eligibility and feasibility for loans and loan guarantees, and servicing of loans and loan guarantees. The information collected on this form may be disclosed to other Federal, State, and local government agencies, Tribal agencies, and nongovernmental entities that have been authorized access to the information by statute or regulation and/or as described in the applicable Routine Uses identified in the System of Records Notice for USDA/FSA-14, Applicant/Borrower. Providing the requested information is voluntary. However, failure to furnish the requested information may result in a denial for loans and loan guarantees, and servicing of loans and loan guarantees. The provisions of criminal and civil fraud, privacy, and other statutes may be applicable to the information provided.

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FSA-2302  
(03-22-10)

U.S. DEPARTMENT OF AGRICULTURE  
Farm Service Agency

Position 3

DESCRIPTION OF FARM TRAINING AND EXPERIENCE

INSTRUCTIONS: For new applicants or applicants adding new enterprise only.

1. NAME:

2. TRAINING: Describe completed farm training. Include any courses or training in production or financial management.

I do attend any ongoing training available when offered by the cooperative Extension of University of Massachusetts.

3. EXPERIENCE: Describe farm experience. Include the type of operation where experience was gained and the duties and responsibilities of the position held.

I have worked my family's membership bogs, on this land for over 40 years (since 18 years old). I have managed these bogs for 11 years for the family corporation, and have been managing on my own business for past 3 years.

4A. SIGNATURE

John A. Farmer.

4B. DATE

9-20-2010

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**FSA-2370**  
(03-23-10)

**U.S. DEPARTMENT OF AGRICULTURE**  
Farm Service Agency

Position 3

**REQUEST FOR WAIVER OF BORROWER TRAINING REQUIREMENTS**

**PART A – WAIVER REQUEST**

FSA may waive the financial and/or production training requirements if the applicant has:

- (1) successfully completed a financial management training program. Applicant must submit evidence of having completed a similar course as those approved by FSA, including description of content and subjects covered in the course, grade received, or certificate of completion.
- (2) experience and/or training which demonstrates the abilities necessary for successful and efficient production. Applicant must submit, at a minimum, production records for the past 3 years and explain how the production records demonstrate production ability.

1. I (a) \_\_\_\_\_ request FSA grant a waiver from (b)  financial management and/or (c)  production borrower training requirements, contained in 7 CFR 764, based on (d)  the attached documentation, or (e)  the following:

2A. Signature

2B. Date (MM-DD-YYYY)

**PART B – FSA USE ONLY**

3A. FSA's Decision:

**APPROVED:**     Financial Management     Production  
**DENIED:**         Financial Management     Production

3B. If Denied, Reason for Denial

4A. Name

4B. Title

4C. Signature

4D. Date (MM-DD-YYYY)

**Note:** *The following is made in accordance with the Privacy Act of 1974 (5 USC 552a – as amended). The authority for requesting the information identified on this form is the Consolidated Farm and Rural Development Act, as amended (7 U.S.C. 1921 et. seq.). The information will be used to determine eligibility and feasibility for loans and loan guarantees, and servicing of loans and loan guarantees. The information collected on this form may be disclosed to other Federal, State, and local government agencies, Tribal agencies, and nongovernmental entities that have been authorized access to the information by statute or regulation and/or as described in the applicable Routine Uses identified in the System of Records Notice for USDA/FSA-14, Applicant/Borrower. Providing the requested information is voluntary. However, failure to furnish the requested information may result in a denial for loans and loan guarantees, and servicing of loans and loan guarantees. The provisions of criminal and civil fraud, privacy, and other statutes may be applicable to the information provided.*

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FSA-2370  
(03-23-10)

U.S. DEPARTMENT OF AGRICULTURE  
Farm Service Agency

Position 3

### REQUEST FOR WAIVER OF BORROWER TRAINING REQUIREMENTS

#### PART A – WAIVER REQUEST

FSA may waive the financial and/or production training requirements if the applicant has:

- (1) successfully completed a financial management training program. Applicant must submit evidence of having completed a similar course as those approved by FSA, including description of content and subjects covered in the course, grade received, or certificate of completion.
- (2) experience and/or training which demonstrates the abilities necessary for successful and efficient production. Applicant must submit, at a minimum, production records for the past 3 years and explain how the production records demonstrate production ability.

1. I (a) John A. Farmer request FSA grant a waiver from (b)  financial management and/or (c)  production borrower training requirements, contained in 7 CFR 764, based on (d)  the attached documentation, or (e)  the following:

*please see description of training and experience on Form # 20 2302 previously filled out.*

2A. Signature

*John A. Farmer.*

2B. Date (MM-DD-YYYY)

*9-20-2010*

#### PART B – FSA USE ONLY

<p>3A. FSA's Decision:</p> <p><b>APPROVED:</b>    <input type="checkbox"/> Financial Management    <input type="checkbox"/> Production</p> <p><b>DENIED:</b>        <input type="checkbox"/> Financial Management    <input type="checkbox"/> Production</p>	<p>3B. If Denied, Reason for Denial</p>
<p>4A. Name</p>	<p>4B. Title</p>
<p>4C. Signature</p>	<p>4D. Date (MM-DD-YYYY)</p>

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**FSA-2006**  
(03-23-10)

**U.S. DEPARTMENT OF AGRICULTURE**  
Farm Service Agency

Position 3

**PROPERTY OWNED AND LEASED**

1. Name of Applicant

**A. LAND. Include all land owned, to be owned, or leased.**

1A. Owner of Record		1B. Description				1C. County	
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1D. Farm No.	1E. Total Acres	1F. Crop Acres	1G. Oral/ Written Lease	1H. Crop Share	1I. Cash Rent	1J. Expiration Date
				%	\$	

2A. Owner of Record		2B. Description				2C. County	
---------------------	--	-----------------	--	--	--	------------	--

2D. Farm No.	2E. Total Acres	2F. Crop Acres	2G. Oral/ Written Lease	2H. Crop Share	2I. Cash Rent	2J. Expiration Date
				%	\$	

3A. Owner of Record		3B. Description				3C. County	
---------------------	--	-----------------	--	--	--	------------	--

3D. Farm No.	3E. Total Acres	3F. Crop Acres	3G. Oral/ Written Lease	3H. Crop Share	3I. Cash Rent	3J. Expiration Date
				%	\$	

4A. Owner of Record		4B. Description				4C. County	
---------------------	--	-----------------	--	--	--	------------	--

4D. Farm No.	4E. Total Acres	4F. Crop Acres	4G. Oral/ Written Lease	4H. Crop Share	4I. Cash Rent	4J. Expiration Date
				%	\$	

5A. Owner of Record		5B. Description				5C. County	
---------------------	--	-----------------	--	--	--	------------	--

5D. Farm No.	5E. Total Acres	5F. Crop Acres	5G. Oral/ Written Lease	5H. Crop Share	5I. Cash Rent	5J. Expiration Date
				%	\$	

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**B. EQUIPMENT/LIVESTOCK. Include only equipment/livestock to be purchased, currently leased, or to be leased.**

1. Owner of Record	2. Description	3. Number of Units	4. Rent \$	5. Share %	6. Type of Lease	7. Expiration Date

**C. CERTIFICATION**

*I certify that the information provided is true, complete, and correct to the best of my knowledge and is provided in good faith. (Warning: Section 1001 of title 18, United States Code, provides for criminal penalties to those who provide false statements. If any information is found to be false or incomplete, such finding may be grounds for denial of the requested action.)*

1. Signature	2. Date
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This form is available electronically.

(See Page 2 for the Privacy Act and the Public Burden Statements.)

<b>FSA-2006</b> (03-23-10)	<b>U.S. DEPARTMENT OF AGRICULTURE</b> Farm Service Agency	Position 3
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**PROPERTY OWNED AND LEASED**

1. Name of Applicant

John A. Farmer

**A. LAND. Include all land owned, to be owned, or leased.**

1A. Owner of Record John A. Farmer		1B. Description (11 Pastoral Rd., Plymouth, MA) 98 ACRES - Farm w/ dwelling, bogs, and woodlands. Near intersection of Rt. 138 and Plympton Rd.				1C. County Plymouth, MA.	
1D. Farm No. 946	1E. Total Acres 98	1F. Crop Acres 16 1/2	1G. Oral/ Written Lease n/a.	1H. Crop Share — %	1I. Cash Rent \$ —	1J. Expiration Date —	
2A. Owner of Record		2B. Description				2C. County	
2D. Farm No.		2E. Total Acres		2F. Crop Acres	2G. Oral/ Written Lease	2H. Crop Share % \$	2I. Expiration Date
3A. Owner of Record		3B. Description				3C. County	
3D. Farm No.		3E. Total Acres		3F. Crop Acres	3G. Oral/ Written Lease	3H. Crop Share % \$	3I. Expiration Date
4A. Owner of Record		4B. Description				4C. County	
4D. Farm No.		4E. Total Acres		4F. Crop Acres	4G. Oral/ Written Lease	4H. Crop Share % \$	4I. Expiration Date
5A. Owner of Record		5B. Description				5C. County	
5D. Farm No.		5E. Total Acres		5F. Crop Acres	5G. Oral/ Written Lease	5H. Crop Share % \$	5I. Expiration Date

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**B. EQUIPMENT/LIVESTOCK. Include only equipment/livestock to be purchased, currently leased, or to be leased.**

1. Owner of Record	2. Description	3. Number of Units	4. Rent \$	5. Share %	6. Type of Lease	7. Expiration Date
—	no leases or purchases planned				—	

**C. CERTIFICATION**

I certify that the information provided is true, complete, and correct to the best of my knowledge and is provided in good faith. (Warning: Section 1001 of title 18, United States Code, provides for criminal penalties to those who provide false statements. If any information is found to be false or incomplete, such finding may be grounds for denial of the requested action.)

1. Signature John A Farmer 2. Date 9-20-2010

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FSA-2001  
(09-03-10)

U.S. DEPARTMENT OF AGRICULTURE  
Farm Service Agency

Position 3

**REQUEST FOR DIRECT LOAN ASSISTANCE**

**Instructions:** All applicants must complete Part A. Individual applicants complete Parts B, D and E. Two or more persons applying jointly, including married persons, are considered an entity. Entities must complete Parts C, D and E. Non-citizen nationals and qualified aliens must provide appropriate documentation under Federal immigration law. \*Race, ethnicity, and gender information is requested by the Federal Government to monitor FSA's compliance with Federal laws prohibiting discrimination against applicants. Applicants are not required to furnish this information, but are encouraged to do so. Failure to provide this information may result in not receiving targeted funds for which the applicant may be eligible. One or more boxes may be selected for race. This information will not be used to evaluate the application. FSA is required to note race, ethnicity and gender on the basis of observer identification if you do not furnish it.

**PART A - APPLICANT**

1. Exact Full Legal Name	2. Address	3. Contact Telephone Numbers (Area Code):	
		Home Telephone No.	
		Cell Telephone No.	
		Business Telephone No.	

**PART B – INDIVIDUAL APPLICANT INFORMATION**

1. Social Security Number (9 digit No.)	2. Birth Date	3. County of Operation Headquarters
4. Name and Address of Employer	5. Annual Income \$	7. Veteran Status YES <input type="checkbox"/> Dates: _____ Branch: _____ NO <input type="checkbox"/>
	6. Number of Household Members	

8. Marital Status <input type="checkbox"/> Married <input type="checkbox"/> Separated <input type="checkbox"/> Unmarried	9. Citizenship <input type="checkbox"/> Citizen <input type="checkbox"/> Non-citizen National <input type="checkbox"/> Qualified Alien	*10. Ethnicity <input type="checkbox"/> Hispanic or Latino <input type="checkbox"/> Not Hispanic or Latino	*11. Race <input type="checkbox"/> American Indian/Alaskan Native <input type="checkbox"/> Asian <input type="checkbox"/> Black/African American <input type="checkbox"/> Native Hawaiian/Other Pacific Islander <input type="checkbox"/> White	*12. Gender <input type="checkbox"/> Male <input type="checkbox"/> Female	13. FSA Use Only <input type="checkbox"/> Provided <input type="checkbox"/> Observed
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file a complaint of discrimination, write to USDA, Assistant Secretary for Civil Rights, Office of the Assistant Secretary for Civil Rights, 1400 Independence Avenue, S.W., Stop 9410, Washington, DC 20250-9410, or call toll-free at (866) 632-9992 (English) or (800) 877-8339 (TDD) or (866) 377-8642 (English Federal-relay) or (800) 845-3636 (Spanish Federal-relay). USDA is an equal opportunity provider and employer.

Initials: \_\_\_\_\_ Date: \_\_\_\_\_

**PART C – ENTITY AND ENTITY MEMBER INFORMATION**

**Instructions:** Two or more persons, including married persons, who are applying jointly and do not have an entity name or Tax ID Number, will be considered a joint operation. Informal entities may leave Items 2 through 4 blank, if not applicable. Complete Items 5A through 5J for each entity member. Items 5K through 5M are voluntary. Items 5O - 5P must be completed for all entity members.

**NOTE:** Individual liability will be required regardless of the entity type. Please indicate by signing in Item 5O that you have read and understand the statements and certifications on Pages 3 through 5 and they are correct.

1. Entity Type <input type="checkbox"/> Cooperative <input type="checkbox"/> Corporation <input type="checkbox"/> Joint Operation  <input type="checkbox"/> Limited Liability Company <input type="checkbox"/> Partnership <input type="checkbox"/> Trust		2. State of Registration	4. Tax Identification Number (9 Digit No.)	
5A. Entity Member Exact Full Legal Name		3. Registration Number	5C. Address	
5D. Contact Numbers		5B. Soc. Sec. No. (9 Digit No.)	5E. Birth Date	
5F. Name and Address of Employer		5G. Percent of Ownership %	5I. Citizenship <input type="checkbox"/> Citizen <input type="checkbox"/> Non-citizen National <input type="checkbox"/> Qualified Alien	5J. Marital Status <input type="checkbox"/> Married <input type="checkbox"/> Separated <input type="checkbox"/> Unmarried
Telephone Number (Area Code)		5H. Annual Income \$		
*5K. Ethnicity <input type="checkbox"/> Hispanic/Latino <input type="checkbox"/> Not Hispanic/Latino	*5L. Race <input type="checkbox"/> American Indian/Alaskan Native <input type="checkbox"/> Asian <input type="checkbox"/> Black/African American <input type="checkbox"/> Native Hawaiian/Other Pacific Islander <input type="checkbox"/> White	*5M. Gender <input type="checkbox"/> Male <input type="checkbox"/> Female	*5N. FSA Use Only <input type="checkbox"/> Provided <input type="checkbox"/> Observed	
5O. Signature			5P. Date	
5A. Entity Member Exact Full Legal Name		5B. Soc. Sec. No. (9 Digit No.)	5C. Address	
5D. Contact Numbers		5E. Birth Date		
5F. Name and Address of Employer		5G. Percent of Ownership %	5I. Citizenship <input type="checkbox"/> Citizen <input type="checkbox"/> Non-citizen National <input type="checkbox"/> Qualified Alien	5J. Marital Status <input type="checkbox"/> Married <input type="checkbox"/> Separated <input type="checkbox"/> Unmarried
Telephone Number (Area Code)		5H. Annual Income \$		
*5K. Ethnicity <input type="checkbox"/> Hispanic/Latino <input type="checkbox"/> Not Hispanic/Latino	*5L. Race <input type="checkbox"/> American Indian/Alaskan Native <input type="checkbox"/> Asian <input type="checkbox"/> Black/African American <input type="checkbox"/> Native Hawaiian/Other Pacific Islander <input type="checkbox"/> White	*5M. Gender <input type="checkbox"/> Male <input type="checkbox"/> Female	*5N. FSA Use Only <input type="checkbox"/> Provided <input type="checkbox"/> Observed	
5O. Signature			5P. Date	
5A. Entity Member Exact Full Legal Name		5B. Soc. Sec. No. (9 digit No.)	5C. Address	
5D. Contact Numbers		5E. Birth Date		
5F. Name and Address of Employer		5G. Percent of Ownership %	5I. Citizenship <input type="checkbox"/> Citizen <input type="checkbox"/> Non-citizen National <input type="checkbox"/> Qualified Alien	5J. Marital Status <input type="checkbox"/> Married <input type="checkbox"/> Separated <input type="checkbox"/> Unmarried
Telephone Number (Area Code)		5H. Annual Income \$		
*5K. Ethnicity <input type="checkbox"/> Hispanic/Latino <input type="checkbox"/> Not Hispanic/Latino	*5L. Race <input type="checkbox"/> American Indian/Alaskan Native <input type="checkbox"/> Asian <input type="checkbox"/> Black/African American <input type="checkbox"/> Native Hawaiian/Other Pacific Islander <input type="checkbox"/> White	*5M. Gender <input type="checkbox"/> Male <input type="checkbox"/> Female	*5N. FSA Use Only <input type="checkbox"/> Provided <input type="checkbox"/> Observed	
5O. Signature			5P. Date	
5A. Entity Member Exact Full Legal Name		5B. Soc. Sec. No. (9 digit No.)	5C. Address	
5D. Contact Numbers		5E. Birth Date		
5F. Name and Address of Employer		5G. Percent of Ownership %	5I. Citizenship <input type="checkbox"/> Citizen <input type="checkbox"/> Non-citizen National <input type="checkbox"/> Qualified Alien	5J. Marital Status <input type="checkbox"/> Married <input type="checkbox"/> Separated <input type="checkbox"/> Unmarried
Telephone Number (Area Code)		5H. Annual Income \$		
*5K. Ethnicity <input type="checkbox"/> Hispanic/Latino <input type="checkbox"/> Not Hispanic/Latino	*5L. Race <input type="checkbox"/> American Indian/Alaskan Native <input type="checkbox"/> Asian <input type="checkbox"/> Black/African American <input type="checkbox"/> Native Hawaiian/Other Pacific Islander <input type="checkbox"/> White	*5M. Gender <input type="checkbox"/> Male <input type="checkbox"/> Female	*5N. FSA Use Only <input type="checkbox"/> Provided <input type="checkbox"/> Observed	
5O. Signature			5P. Date	

**PART D – GENERAL INFORMATION**

1. Counties Being Farmed	2. Acres Owned
	3. Acres Rented
4. Purpose of Loan	4B. Amount Requested \$
5A. Purpose of Loan	5B. Amount Requested \$
6. Description of Operation	

**PART E – NOTIFICATIONS, CERTIFICATIONS AND ACKNOWLEDGMENT**

	YES	NO
1. Are you currently or have you ever, and in the case of an entity any member of the entity, conducted business under any other name? If "YES," list names in Item 9.		
2. Have you ever, or in the case of an entity any member of the entity, obtained a direct or guaranteed farm loan from FSA or Farmers Home Administration?		
3. If Item 2 is "YES," did you receive any debt forgiveness through write-down, write-off, compromise, adjustment, reduction, charge-off, paying a loss on a guarantee, or bankruptcy? If "YES," provide details in Item 9.		
Are you, or in the case of an entity any member of the entity, delinquent on any Federal debt or have any outstanding Federal judgments? If "YES," provide details in Item 9.		
4. Are you, or in the case of an entity any member of the entity, involved in any pending litigation? If "YES," provide details in Item 9.		
6. Have you, or in the case of an entity any member of the entity, ever been in receivership, discharged in bankruptcy, or filed a petition for reorganization in bankruptcy? If "YES," provide details in Item 9.		
7. Are you, or in the case of an entity any member of the entity, an FSA employee or related to or closely associated with an FSA employee? If "YES," provide details in Item 9.		
8. Are you now or have you ever, operated a farm? If "YES," provide number of years and details in Item 9.		
9. Additional answers. Write the Item number to which each answer applies. If you need additional space, use sheets of paper the same size as this page and write the applicant's name on each additional sheet.		

Initials: \_\_\_\_\_ Date: \_\_\_\_\_

**10. SPECIAL PROGRAM INFORMATION.**

Certain FSA programs are, by law, designed to reach targeted applicants. If you are interested in any of the programs described here, or have questions about these programs and whether you may qualify for a specific program, the FSA office processing your application will help you.

- A. SOCIALLY DISADVANTAGED APPLICANTS:** A portion of FSA farm ownership, operating, and conservation loan funds are, by law, targeted to applicants who have been subjected to racial, ethnic or gender prejudice because of their identity as a member of a group, without regard to individual qualities. Under the applicable law, groups meeting this condition are: American Indians/Alaskan Natives, Asians, Blacks or African Americans, Native Hawaiians/Other Pacific Islanders, Hispanics and women. In addition, FSA has a down payment program, which receives special funding.
- B. BEGINNING FARMER ASSISTANCE:** FSA has the authority to assist beginning farmers through the farm ownership, operating, and conservation loan programs. A portion of FSA farm ownership, operating, and conservation loan funds are, by law, targeted to beginning farmers. In addition, FSA has a down payment program, which receives special funding. In some States, FSA has agreements with State beginning farmer programs to help meet the credit needs of beginning farmers.
- C. LIMITED RESOURCE LOANS:** Limited resource farm ownership and operating loans are available to qualified applicants. This program provides loans at reduced interest rates to low-income farmers whose operations and resources are so limited that they cannot pay the regular rates for FSA loans. The program is also intended to provide beginning farmers the opportunity to start a successful farming operation.

**11. RIGHTS AND POLICIES.**

- A. RIGHT TO FINANCIAL PRIVACY ACT OF 1978 (Public Law 95-630):** FSA has a right of access to financial records held by financial institutions in connection with providing assistance to you as well as collecting on loans made to you or guaranteed by the Government. Financial records involving your transaction will be available to FSA without further notice or authorization but will not be disclosed or released by this institution to another Government Agency or Department without your consent except as required by law.
- B. THE FEDERAL EQUAL CREDIT OPPORTUNITY ACT:** Prohibits creditors from discriminating against applicants on the basis of race, color, religion, sex, national origin, marital status, age (provided the applicant has the capacity to enter into a binding contract), because all or a part of the applicant's income derives from any public assistance program, or because the applicant has in good faith exercised any right under the Consumer Credit Protection Act.
- C. FEDERAL COLLECTION POLICIES:** Delinquencies, defaults, foreclosures and abuses of mortgage loans involving programs of the Federal Government can be costly and detrimental to your credit, now and in the future. The mortgage lender in this transaction, its agents and assigns as well as the Federal Government, its agencies, agents and assigns, are authorized to take any and all of the following actions in the event loan payments become delinquent on the mortgaged loan described in the attached application: (1) Report your name and account information to a credit bureau; (2) Assess additional interest and penalty charges for the period of time that payment is not made; (3) Assess charges to cover additional administrative costs incurred by the Government to service your account; (4) Offset amounts owed to you under other Federal programs; (5) Refer your account to a private attorney, collection agency or mortgage servicing agency to collect the amount due, foreclose the mortgage, sell the property and seek judgment against you for any deficiency; (6) Refer your account to the Department of Justice for litigation; (7) If you are a current or retired Federal employee, take action to offset your salary, or civil service retirement benefits; (8) Refer your debt to the Department of the Treasury for cross-servicing and offset against any amount owed to you by any Federal Agency such as an income tax refund; and (9) Report any resulting written-off debt to the Internal Revenue Service as taxable income. All of these actions can and will be used to recover debts owed to the Federal Government when in its best interests.

**12. RESTRICTIONS AND DISCLOSURE OF LOBBYING ACTIVITIES:****A. The applicant:**

- (1) Certifies that if any funds, by or on behalf of the applicant, have been or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant or Federal loan, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, or loan, the applicant shall complete and submit Standard Form - LLL, "Disclosure of Lobbying Activities," in accordance with its instructions.

Initials: \_\_\_\_\_

Date: \_\_\_\_\_

**RESTRICTIONS AND DISCLOSURE OF LOBBYING ACTIVITIES: (CONTINUED)**

(2) Shall require that the language of this certification be included in the award documents for all sub-awards at all tiers (including contracts, subcontracts, and subgrants, under grants and loans) and that all subrecipients shall certify and disclose accordingly.

**B.** This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this statement is a prerequisite for making or entering into this transaction. Any person who fails to file the required statement shall be subject to a civil penalty imposed by 31 U.S.C. 1352.

**13. CONTROLLED SUBSTANCES:**

The applicant certifies that as an individual, or any member of an entity applicant, has not been convicted under Federal or State law of planting, cultivating, growing, producing, harvesting, or storing a controlled substance within the previous 5 crop years. See the Food Security Act of 1985 (Public Law 99-198). The applicant also certifies that as an individual, or any member of an entity applicant, is not ineligible for Federal benefits based on a conviction for the distribution of controlled substances or any offense involving the possession of a controlled substance under 21 U.S.C. § 862.

**14. DISQUALIFICATION DUE TO FEDERAL CROP INSURANCE FRAUD:**

The applicant certifies that as an individual or any member of the entity, has not been disqualified for Federal benefits as provided in Section 515(h) of the Federal Crop Insurance Act (FCIA). Applicants who willfully and intentionally provide false or inaccurate information to the Federal Crop Insurance Corporation (FCIC) or to an approved insurance provider with respect to a policy or plan of FCIC insurance, after notice and an opportunity for a hearing on the record, will be subject to one or more of the sanctions described in section 515(h)(3) of FCIA.

**15. TEST FOR CREDIT:**

The applicant certifies that the needed credit, with or without a loan guarantee, cannot be obtained by (1) the individual applicant; (2) in the case of an entity, considering all assets owned by the entity and all of the individual members. The provisions of this paragraph do not apply if the request is for a Conservation Loan.

**PERMISSION TO FILE FINANCING STATEMENT:**

Under the Uniform Commercial Code, you do not have to sign the financing statement which allows FSA to obtain a security interest in your property. If the loan is approved and funded, FSA will file a financing statement at the earliest possible date, before you enter into a **SECURITY AGREEMENT. BY SIGNING BELOW OR ITEM 50 OF PART C, I GIVE FSA PERMISSION TO FILE A FINANCING STATEMENT PRIOR TO THE EXECUTION OF THE SECURITY AGREEMENT AS WELL AS TO FILE AMENDMENTS AND CONTINUATIONS OF THE FINANCING STATEMENT THEREAFTER.**

**17. CERTIFICATION:**

*I certify that the information provided is true, complete, and correct to the best of my knowledge and is provided in good faith to obtain a loan. (WARNING: Section 1001 of Title 18, United States Code, provides for criminal penalties to those who provide false statements to the Government. If any information is found to be false or incomplete, such finding may be grounds for denial of the requested action).*

18A. SIGNATURE OF INDIVIDUAL APPLICANT OR AUTHORIZED ENTITY REPRESENTATIVES	18B. DATE
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<b>PART F – FSA USE ONLY</b>				
1. Date FSA-2001 Received	2. Date Application Complete	3. Amount of Credit Report Fee and Date Received \$		
4. Type of Assistance Requested:  <input type="checkbox"/> FO <input type="checkbox"/> OL <input type="checkbox"/> CL  <input type="checkbox"/> EM <input type="checkbox"/> Subordination <input type="checkbox"/> Other (Specify):		5. Name of Agency Official Receiving Application		

**FSA-2001**  
(09-03-10)

**U.S. DEPARTMENT OF AGRICULTURE**  
Farm Service Agency

Position 3

**REQUEST FOR DIRECT LOAN ASSISTANCE**

**Instructions:** All applicants must complete Part A. Individual applicants complete Parts B, D and E. Two or more persons applying jointly, including married persons, are considered an entity. Entities must complete Parts C, D and E. Non-citizen nationals and qualified aliens must provide appropriate documentation under Federal immigration law. \*Race, ethnicity, and gender information is requested by the Federal Government to monitor FSA's compliance with Federal laws prohibiting discrimination against applicants. Applicants are not required to furnish this information, but are encouraged to do so. Failure to provide this information may result in not receiving targeted funds for which the applicant may be eligible. One or more boxes may be selected for race. This information will not be used to evaluate the application. FSA is required to note race, ethnicity and gender on the basis of observer identification if you do not furnish it.

**PART A - APPLICANT**

1. Exact Full Legal Name  John A. Farmer	2. Address  11 Pastoral Rd. Plymouth, MA 02345	3. Contact Telephone Numbers (Area Code):
		Home Telephone No. 508-000-0000
		Cell Telephone No. 508-000-0000
		Business Telephone No. N/A.

**PART B - INDIVIDUAL APPLICANT INFORMATION**

1. Social Security Number (9 Digit No.)  000-00-0000	2. Birth Date  01/01/1952	3. County of Operation Headquarters  Plymouth
4. Name and Address of Employer <i>atn:</i> Quick oil delivery - Personnel 10 plymouth Rd. plymouth, MA 02345  Telephone Number: 508-000-0000	5. Annual Income \$ 65,700 +/- (gross)	7. Veteran Status YES <input type="checkbox"/> Dates: _____ NO <input checked="" type="checkbox"/> Branch: _____
	6. Number of Household Members  1	

8. Marital Status <input type="checkbox"/> Married <input type="checkbox"/> Separated <input checked="" type="checkbox"/> Unmarried	9. Citizenship <input checked="" type="checkbox"/> Citizen <input type="checkbox"/> Non-citizen National <input type="checkbox"/> Qualified Alien	*10. Ethnicity <input type="checkbox"/> Hispanic or Latino <input checked="" type="checkbox"/> Not Hispanic or Latino	*11. Race <input type="checkbox"/> American Indian/Alaskan Native <input type="checkbox"/> Asian <input type="checkbox"/> Black/African American <input type="checkbox"/> Native Hawaiian/Other Pacific Islander <input checked="" type="checkbox"/> White	*12. Gender <input checked="" type="checkbox"/> Male <input type="checkbox"/> Female	13. FSA Use Only <input type="checkbox"/> Provided <input checked="" type="checkbox"/> Observed
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**Note:** The following is made in accordance with the Privacy Act of 1974 (5 USC 552a - as amended). The authority for requesting the information identified on this form is the Consolidated Farm and Rural Development Act, as amended (7 U.S.C. 1921 et. seq.). The information will be used to determine eligibility and feasibility for loans and loan guarantees, and servicing of loans and loan guarantees. The information collected on this form may be disclosed to other Federal, State, and local government agencies, Tribal agencies, and nongovernmental entities that have been authorized access to the information by statute or regulation and/or as described in the applicable Routine Uses identified in the System of Records Notice for USDA/FSA-14, Applicant/Borrower. Providing the requested information is voluntary. However, failure to furnish the requested information may result in a denial for loans and loan guarantees, and servicing of loans and loan guarantees. The provisions of criminal and civil fraud, privacy, and other statutes may be applicable to the information provided.

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Initials: JF Date: 9/20/10



**PART C – ENTITY AND ENTITY MEMBER INFORMATION**

**Instructions:** Two or more persons, including married persons, who are applying jointly and do not have an entity name or Tax ID Number, will be considered a joint operation. Informal entities may leave Items 2 through 4 blank, if not applicable. Complete Items 5A through 5J for each entity member. Items 5K through 5M are voluntary. Items 5O - 5P must be completed for all entity members.

**NOTE:** Individual liability will be required regardless of the entity type. Please indicate by signing in Item 5O that you have read and understand the statements and certifications on Pages 3 through 5 and they are correct.

1. Entity Type <input type="checkbox"/> Cooperative <input type="checkbox"/> Corporation <input type="checkbox"/> Joint Operation  <input type="checkbox"/> Limited Liability Company <input type="checkbox"/> Partnership <input type="checkbox"/> Trust		2. State of Registration	4. Tax Identification Number (9 Digit No.)	
5A. Entity Member Exact Full Legal Name		3. Registration Number		
5D. Contact Numbers		5B. Soc. Sec. No. (9 Digit No.)	5C. Address	
5F. Name and Address of Employer		5E. Birth Date		
Telephone Number (Area Code)		5G. Percent of Ownership %	5I. Citizenship <input type="checkbox"/> Citizen <input type="checkbox"/> Non-citizen National <input type="checkbox"/> Qualified Alien	5J. Marital Status <input type="checkbox"/> Married <input type="checkbox"/> Separated <input type="checkbox"/> Unmarried
		5H. Annual Income \$		
*5K. Ethnicity <input type="checkbox"/> Hispanic/Latino <input type="checkbox"/> Not Hispanic/Latino	*5L. Race <input type="checkbox"/> American Indian/Alaskan Native <input type="checkbox"/> Asian <input type="checkbox"/> Black/African American <input type="checkbox"/> Native Hawaiian/Other Pacific Islander <input type="checkbox"/> White	*5M. Gender <input type="checkbox"/> Male <input type="checkbox"/> Female	*5N. FSA Use Only <input type="checkbox"/> Provided <input type="checkbox"/> Observed	
5O. Signature			5P. Date	
5A. Entity Member Exact Full Legal Name		5B. Soc. Sec. No. (9 Digit No.)	5C. Address	
5D. Contact Numbers		5E. Birth Date		
5F. Name and Address of Employer		5G. Percent of Ownership %	5I. Citizenship <input type="checkbox"/> Citizen <input type="checkbox"/> Non-citizen National <input type="checkbox"/> Qualified Alien	5J. Marital Status <input type="checkbox"/> Married <input type="checkbox"/> Separated <input type="checkbox"/> Unmarried
Telephone Number (Area Code)		5H. Annual Income \$		
*5K. Ethnicity <input type="checkbox"/> Hispanic/Latino <input type="checkbox"/> Not Hispanic/Latino	*5L. Race <input type="checkbox"/> American Indian/Alaskan Native <input type="checkbox"/> Asian <input type="checkbox"/> Black/African American <input type="checkbox"/> Native Hawaiian/Other Pacific Islander <input type="checkbox"/> White	*5M. Gender <input type="checkbox"/> Male <input type="checkbox"/> Female	*5N. FSA Use Only <input type="checkbox"/> Provided <input type="checkbox"/> Observed	
5O. Signature			5P. Date	
5A. Entity Member Exact Full Legal Name		5B. Soc. Sec. No. (9 digit No.)	5C. Address	
5D. Contact Numbers		5E. Birth Date		
5F. Name and Address of Employer		5G. Percent of Ownership %	5I. Citizenship <input type="checkbox"/> Citizen <input type="checkbox"/> Non-citizen National <input type="checkbox"/> Qualified Alien	5J. Marital Status <input type="checkbox"/> Married <input type="checkbox"/> Separated <input type="checkbox"/> Unmarried
Telephone Number (Area Code)		5H. Annual Income \$		
*5K. Ethnicity <input type="checkbox"/> Hispanic/Latino <input type="checkbox"/> Not Hispanic/Latino	*5L. Race <input type="checkbox"/> American Indian/Alaskan Native <input type="checkbox"/> Asian <input type="checkbox"/> Black/African American <input type="checkbox"/> Native Hawaiian/Other Pacific Islander <input type="checkbox"/> White	*5M. Gender <input type="checkbox"/> Male <input type="checkbox"/> Female	*5N. FSA Use Only <input type="checkbox"/> Provided <input type="checkbox"/> Observed	
5O. Signature			5P. Date	
5A. Entity Member Exact Full Legal Name		5B. Soc. Sec. No. (9 digit No.)	5C. Address	
5D. Contact Numbers		5E. Birth Date		
5F. Name and Address of Employer		5G. Percent of Ownership %	5I. Citizenship <input type="checkbox"/> Citizen <input type="checkbox"/> Non-citizen National <input type="checkbox"/> Qualified Alien	5J. Marital Status <input type="checkbox"/> Married <input type="checkbox"/> Separated <input type="checkbox"/> Unmarried
Telephone Number (Area Code)		5H. Annual Income \$		
*5K. Ethnicity <input type="checkbox"/> Hispanic/Latino <input type="checkbox"/> Not Hispanic/Latino	*5L. Race <input type="checkbox"/> American Indian/Alaskan Native <input type="checkbox"/> Asian <input type="checkbox"/> Black/African American <input type="checkbox"/> Native Hawaiian/Other Pacific Islander <input type="checkbox"/> White	*5M. Gender <input type="checkbox"/> Male <input type="checkbox"/> Female	*5N. FSA Use Only <input type="checkbox"/> Provided <input type="checkbox"/> Observed	
5O. Signature			5P. Date	

**PART D - GENERAL INFORMATION**

1. Counties Being Farmed <i>plymouth, MA.</i>	2. Acres Owned <i>98</i>
	3. Acres Rented <i>none</i>
4A. Purpose of Loan <i>Annual operating.</i>	4B. Amount Requested \$ <i>40,000.</i>
5A. Purpose of Loan <i>n/a</i>	5B. Amount Requested \$ <i>n/a</i>
6. Description of Operation <i>John has been running this cranberry operation as a sole-proprietorship since December 2007. He grows on 110 acres that he owns. Bogs have been owned by his family for over 40 years. Land and equipment are owned fully. Berries are dry-picked for higher value and sold on contract with local handler.</i>	

**PART E - NOTIFICATIONS, CERTIFICATIONS AND ACKNOWLEDGMENT**

	YES	NO
1. Are you currently or have you ever, and in the case of an entity any member of the entity, conducted business under any other name? If "YES," list names in Item 9.	<input checked="" type="checkbox"/>	<input type="checkbox"/>
2. Have you ever, or in the case of an entity any member of the entity, obtained a direct or guaranteed farm loan from FSA or Farmers Home Administration?	<input checked="" type="checkbox"/>	<input type="checkbox"/>
3. If Item 2 is "YES," did you receive any debt forgiveness through write-down, write-off, compromise, adjustment, reduction, charge-off, paying a loss on a guarantee, or bankruptcy? If "YES," provide details in Item 9.	<input type="checkbox"/>	<input checked="" type="checkbox"/>
4. Are you, or in the case of an entity any member of the entity, delinquent on any Federal debt or have any outstanding Federal judgments? If "YES," provide details in Item 9.	<input type="checkbox"/>	<input checked="" type="checkbox"/>
5. Are you, or in the case of an entity any member of the entity, involved in any pending litigation? If "YES," provide details in Item 9.	<input type="checkbox"/>	<input checked="" type="checkbox"/>
6. Have you, or in the case of an entity any member of the entity, ever been in receivership, discharged in bankruptcy, or filed a petition for reorganization in bankruptcy? If "YES," provide details in Item 9.	<input type="checkbox"/>	<input checked="" type="checkbox"/>
7. Are you, or in the case of an entity any member of the entity, an FSA employee or related to or closely associated with an FSA employee? If "YES," provide details in Item 9.	<input type="checkbox"/>	<input checked="" type="checkbox"/>
8. Are you now or have you ever, operated a farm? If "YES," provide number of years and details in Item 9.	<input checked="" type="checkbox"/>	<input type="checkbox"/>
9. Additional answers. Write the Item number to which each answer applies. If you need additional space, use sheets of paper the same size as this page and write the applicant's name on each additional sheet.  <i>1.) "Some name cranberries, inc." - the family's corporation prior to 2007.</i>  <i>3.) since 1970, 40 years.</i>		

Initials: JF Date: 9-20-2010

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Certain FSA programs are, by law, designed to reach targeted applicants. If you are interested in any of the programs described here, or have questions about these programs and whether you may qualify for a specific program, the FSA office processing your application will help you.

- A. **SOCIALLY DISADVANTAGED APPLICANTS:** A portion of FSA farm ownership, operating, and conservation loan funds are, by law, targeted to applicants who have been subjected to racial, ethnic or gender prejudice because of their identity as a member of a group, without regard to individual qualities. Under the applicable law, groups meeting this condition are: American Indians/Alaskan Natives, Asians, Blacks or African Americans, Native Hawaiians/Other Pacific Islanders, Hispanics and women. In addition, FSA has a down payment program, which receives special funding.
- B. **BEGINNING FARMER ASSISTANCE:** FSA has the authority to assist beginning farmers through the farm ownership, operating, and conservation loan programs. A portion of FSA farm ownership, operating, and conservation loan funds are, by law, targeted to beginning farmers. In addition, FSA has a down payment program, which receives special funding. In some States, FSA has agreements with State beginning farmer programs to help meet the credit needs of beginning farmers.
- C. **LIMITED RESOURCE LOANS:** Limited resource farm ownership and operating loans are available to qualified applicants. This program provides loans at reduced interest rates to low-income farmers whose operations and resources are so limited that they cannot pay the regular rates for FSA loans. The program is also intended to provide beginning farmers the opportunity to start a successful farming operation.

**11. RIGHTS AND POLICIES.**

- A. **RIGHT TO FINANCIAL PRIVACY ACT OF 1978 (Public Law 95-630):** FSA has a right of access to financial records held by financial institutions in connection with providing assistance to you as well as collecting on loans made to you or guaranteed by the Government. Financial records involving your transaction will be available to FSA without further notice or authorization but will not be disclosed or released by this institution to another Government Agency or Department without your consent except as required by law.
- B. **THE FEDERAL EQUAL CREDIT OPPORTUNITY ACT:** Prohibits creditors from discriminating against applicants on the basis of race, color, religion, sex, national origin, marital status, age (provided the applicant has the capacity to enter into a binding contract), because all or a part of the applicant's income derives from any public assistance program, or because the applicant has in good faith exercised any right under the Consumer Credit Protection Act.
- C. **FEDERAL COLLECTION POLICIES:** Delinquencies, defaults, foreclosures and abuses of mortgage loans involving programs of the Federal Government can be costly and detrimental to your credit, now and in the future. The mortgage lender in this transaction, its agents and assigns as well as the Federal Government, its agencies, agents and assigns, are authorized to take any and all of the following actions in the event loan payments become delinquent on the mortgaged loan described in the attached application: (1) Report your name and account information to a credit bureau; (2) Assess additional interest and penalty charges for the period of time that payment is not made; (3) Assess charges to cover additional administrative costs incurred by the Government to service your account; (4) Offset amounts owed to you under other Federal programs; (5) Refer your account to a private attorney, collection agency or mortgage servicing agency to collect the amount due, foreclose the mortgage, sell the property and seek judgment against you for any deficiency; (6) Refer your account to the Department of Justice for litigation; (7) If you are a current or retired Federal employee, take action to offset your salary, or civil service retirement benefits; (8) Refer your debt to the Department of the Treasury for cross-servicing and offset against any amount owed to you by any Federal Agency such as an income tax refund; and (9) Report any resulting written-off debt to the Internal Revenue Service as taxable income. All of these actions can and will be used to recover debts owed to the Federal Government when in its best interests.

**12. RESTRICTIONS AND DISCLOSURE OF LOBBYING ACTIVITIES:**

- A. The applicant:
  - (1) Certifies that if any funds, by or on behalf of the applicant, have been or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant or Federal loan, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, or loan, the applicant shall complete and submit Standard Form - LLL, "Disclosure of Lobbying Activities," in accordance with its instructions.

Initials:

JF

Date:

9-20-2010

**RESTRICTIONS AND DISCLOSURE OF LOBBYING ACTIVITIES: (CONTINUED)**

(2) Shall require that the language of this certification be included in the award documents for all sub-awards at all tiers (including contracts, subcontracts, and subgrants, under grants and loans) and that all subrecipients shall certify and disclose accordingly.

B. This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this statement is a prerequisite for making or entering into this transaction. Any person who fails to file the required statement shall be subject to a civil penalty imposed by 31 U.S.C. 1352.

**13. CONTROLLED SUBSTANCES:**

The applicant certifies that as an individual, or any member of an entity applicant, has not been convicted under Federal or State law of planting, cultivating, growing, producing, harvesting, or storing a controlled substance within the previous 5 crop years. See the Food Security Act of 1985 (Public Law 99-198). The applicant also certifies that as an individual, or any member of an entity applicant, is not ineligible for Federal benefits based on a conviction for the distribution of controlled substances or any offense involving the possession of a controlled substance under 21 U.S.C. § 862.

**14. DISQUALIFICATION DUE TO FEDERAL CROP INSURANCE FRAUD:**

The applicant certifies that as an individual or any member of the entity, has not been disqualified for Federal benefits as provided in Section 515(h) of the Federal Crop Insurance Act (FCIA). Applicants who willfully and intentionally provide false or inaccurate information to the Federal Crop Insurance Corporation (FCIC) or to an approved insurance provider with respect to a policy or plan of FCIC insurance, after notice and an opportunity for a hearing on the record, will be subject to one or more of the sanctions described in section 515(h)(3) of FCIA.

**15. TEST FOR CREDIT:**

The applicant certifies that the needed credit, with or without a loan guarantee, cannot be obtained by (1) the individual applicant; (2) in the case of an entity, considering all assets owned by the entity and all of the individual members. The provisions of this paragraph do not apply if the request is for a Conservation Loan.

**16. PERMISSION TO FILE FINANCING STATEMENT:**

Under the Uniform Commercial Code, you do not have to sign the financing statement which allows FSA to obtain a security interest in your property. If the loan is approved and funded, FSA will file a financing statement at the earliest possible date, before you enter into a **SECURITY AGREEMENT. BY SIGNING BELOW OR ITEM 50 OF PART C, I GIVE FSA PERMISSION TO FILE A FINANCING STATEMENT PRIOR TO THE EXECUTION OF THE SECURITY AGREEMENT AS WELL AS TO FILE AMENDMENTS AND CONTINUATIONS OF THE FINANCING STATEMENT THEREAFTER.**

**17. CERTIFICATION:**

*I certify that the information provided is true, complete, and correct to the best of my knowledge and is provided in good faith to obtain a loan. (WARNING: Section 1001 of Title 18, United States Code, provides for criminal penalties to those who provide false statements to the Government. If any information is found to be false or incomplete, such finding may be grounds for denial of the requested action).*

18A. SIGNATURE OF INDIVIDUAL APPLICANT OR AUTHORIZED ENTITY REPRESENTATIVES <div style="text-align: center; font-family: cursive; font-size: 1.2em;">John A. Farmer</div>	18B. DATE <div style="text-align: center; font-family: cursive; font-size: 1.2em;">9-20-2010</div>
--	---

**PART F – FSA USE ONLY**

1. Date FSA-2001 Received	2. Date Application Complete	3. Amount of Credit Report Fee and Date Received \$
4. Type of Assistance Requested: <input type="checkbox"/> FO <input checked="" type="checkbox"/> OL <input type="checkbox"/> CL  <input type="checkbox"/> EM <input type="checkbox"/> Subordination <input type="checkbox"/> Other (Specify):		5. Name of Agency Official Receiving Application

**FSA-2211**  
(09-03-10)

**U.S. DEPARTMENT OF AGRICULTURE**  
Farm Service Agency

Position 3

**APPLICATION FOR GUARANTEE**

**INSTRUCTIONS TO LENDER: LOAN APPLICANT WILL COMPLETE PARTS A AND B. LENDER WILL COMPLETE PARTS C THROUGH I.**

**NOTE:** According to the Paperwork Reduction Act of 1995, an agency may not conduct or sponsor, and a person is not required to respond to, a collection of information unless it displays a valid OMB control number. The valid OMB control number for this information collection is 0560-0155. The time required to complete this information collection is estimated to average 3.5 hours per response, 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 FSA OFFICE.**

**PART A – LOAN APPLICANT INFORMATION**

1. APPLICANT'S NAME		2. CO-APPLICANT'S NAME		3. APPLICANT'S TELEPHONE NO. (Include Area Code)	
4. APPLICANT'S ADDRESS				5. APPLICANT'S 9 DIGIT SSN OR TAX ID NO.	
6. APPLICANT'S BIRTH DATE		7. CO-APPLICANT'S BIRTH DATE		8. CO-APPLICANT'S 9 DIGIT SSN	
9. TOTAL NUMBER OF HOUSEHOLD MEMBERS				11. ACRES OWNED	
10. TYPE OF OPERATION: <input type="checkbox"/> INDIVIDUAL <input type="checkbox"/> PARTNERSHIP <input type="checkbox"/> TRUST <input type="checkbox"/> JOINT OPERATION <input type="checkbox"/> CORPORATION <input type="checkbox"/> COOPERATIVE <input type="checkbox"/> L.L.C <input type="checkbox"/> OTHER (Explain) _____				12. ACRES RENTED	
13. MARTIAL STATUS: <input type="checkbox"/> MARRIED <input type="checkbox"/> SEPARATED <input type="checkbox"/> UNMARRIED (INCLUDING SINGLE, DIVORCE, AND WIDOWED)					
14. Have you ever conducted business under any other name? If "YES", what name?				YES	NO
15. Have you or any member of the entity obtained a direct or guaranteed loan from USDA?					
16. If "YES" to Item 15, was the loan paid in full? If not paid in full, please explain:					
17. Have you or any member of the entity ever been in receivership, been discharged in bankruptcy, or filed a petition for bankruptcy?					
18. If "YES" to Item 17, provide details:					
19. Are you or any member of the entity delinquent on any debt to the United States Government?					
20. Are you (or members holding a majority interest if an entity applicant) a United States citizen?					
21. If "NO" to Item 20, are you a non-citizen national, or a qualified alien? (Please provide documentation)					
22. Are you a veteran? If "YES", indicate branch and dates of service:					
23. Are you an employee, related to an employee, or an associate of an employee, of the Lender or Farm Service Agency?					
24. Are you farming or ranching now? If "YES", number of years experience:					
25. If "NO" to Item 24, but you have operated a farm in the past, list dates:					
<b>Voluntary Information for Monitoring Purposes</b>					
Ethnicity, race, and gender information is requested in order to monitor FSA's compliance with Federal laws prohibiting discrimination against loan applicants and to determine if you qualify for targeted funds. You are not required to furnish this information, but are encouraged to do so. Failure to complete this information may result in you not receiving access to targeted funds for which you may be eligible. Entity applicants should base their answers on the ethnicity, race, and gender of the owners of a majority interest in the entity.					
26. ETHNICITY <input type="checkbox"/> Hispanic or Latino <input type="checkbox"/> Not Hispanic or Latino		27. RACE (Choose as many boxes as applicable) <input type="checkbox"/> American Indian or Alaska Native <input type="checkbox"/> Native Hawaiian or Other Pacific Islander <input type="checkbox"/> Asian <input type="checkbox"/> White <input type="checkbox"/> Black or African American		28. GENDER <input type="checkbox"/> MALE <input type="checkbox"/> FEMALE	
<b>FSA USE ONLY:</b>		29A. DATE RECEIVED		29B. DATE COMPLETED	

The U.S. Department of Agriculture (USDA) prohibits discrimination in all of its programs and activities on the basis of race, color, national origin, age, disability, and where applicable, sex, marital status, familial status, parental status, religion, sexual orientation, political beliefs, genetic information, reprisal, or because all or part of an individual's income is derived from any public assistance program. (Not all prohibited bases apply to all programs.) Persons with disabilities who require alternative means for communication of program information (Braille, large print, audiotape, etc.) should contact USDA's TARGET Center at (202) 720-2600 (voice and TDD). To file a complaint of discrimination, write to USDA, Assistant Secretary for Civil Rights, Office of the Assistant Secretary for Civil Rights, 1400 Independence Avenue, S.W., Stop 9410, Washington, DC 20250-9410, or call toll-free at (866) 632-9992 (English) or (800) 877-8339 (TDD) or (866) 377-8642 (English Federal-relay) or (800) 845-6136 (Spanish deral-relay). USDA is an equal opportunity provider and employer.

**PART B – LOAN APPLICANT CERTIFICATIONS**

**STATEMENT REQUIRED BY THE PRIVACY ACT**

The following statement is made in accordance with the Privacy Act of 1974 (5 U.S.C. 552a - as amended). The authority for requesting the information identified on this form is the Consolidated Farm and Rural Development Act, as amended (7 U.S.C. 1921 et. seq.). The information will be used to determine eligibility and feasibility for loans and loan guarantees, and servicing of loans and loan guarantees. The information collected on this form may be disclosed to other Federal, State, and local government agencies, Tribal agencies, and nongovernmental entities that have been authorized access to the information by statute or regulation and/or as described in the applicable Routine Uses identified in the System of Records Notice for USDA/FSA-14, Applicant/Borrower. Providing the requested information is voluntary. However, failure to furnish the requested information may result in a denial for loans and loan guarantees, and servicing of loans and loan guarantees. The provisions of criminal and civil fraud, privacy, and other statutes may be applicable to the information provided.

**RIGHT TO FINANCIAL PRIVACY ACT OF 1978**

FSA has a right of access to financial records held by financial institutions in connection with providing assistance to you, as well as collecting on loans made to you or guaranteed by the government. Financial records involving your transaction will be available to FSA without further notice or authorization but will not be disclosed or released by this institution to another government Agency or Department without your consent except as required by law.

**THE FEDERAL EQUAL CREDIT OPPORTUNITY ACT** prohibits creditors from discriminating against applicants on the basis of race, color, religion, sex, national origin, marital status, or age (provided the applicant has the capacity to enter into a binding contract), because all or a part of the applicant's income derives from any public assistance program, or because the applicant has in good faith exercised any right under the Consumer Credit Protection Act.

**CERTIFICATIONS, RESTRICTIONS, AND DISCLOSURE OF LOBBYING ACTIVITIES**

1. The loan applicant certifies that: if any funds, by or on behalf of the loan applicant, have been or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant or Federal loan, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, or loan, the loan applicant shall complete and submit Standard Form - LLL, "Disclosure of Lobbying Activities," in accordance with its instructions.
2. The loan applicant shall require that the language of this certification be included in the award documents for all sub-awards at all tiers (including contracts, subcontracts, and subgrants, under grants and loans) and that all subrecipients shall certify and disclose accordingly.
3. This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this statement is a prerequisite for making or entering into this transaction and is imposed by 31 U.S.C. 1352. Any person who fails to file the required statement shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each failure.

**ABUSE OF CONTROLLED SUBSTANCES**

The loan applicant certifies that he or she as an individual, or any member of an entity applicant, has not been convicted under Federal or State law of planting, cultivating, growing, producing, harvesting, or storing a controlled substance within the last 5 crop years, in accordance with 21 U.S.C. 889. The loan applicant also certifies that he/she as an individual, or any member of an entity applicant, is not ineligible for Federal benefits based on a conviction for the distribution of controlled substances or any offense involving the possession of a controlled substance under 21 U.S.C. 862.

**TEST FOR CREDIT**

The individual or authorized party certifies that the needed credit without a loan guarantee, cannot be obtained by the individual applicant, or in the case of an entity, the needed credit cannot be obtained considering all assets owned by the entity and all of the individual members. The provisions of this paragraph do not apply if the guarantee requested is a Conservation Loan guarantee.

**FEDERAL DEBT**

The loan applicant certifies and acknowledges that any amounts paid by FSA on account of the liabilities of the guaranteed loan borrower will constitute a Federal debt owing to FSA by the guaranteed loan borrower. In such case, FSA may use all remedies available to it, including offset under the Debt Collection Improvement Act, to collect the debt from the borrower. The Agency's right to collect is independent of the lender's right to collect under the guaranteed note and will not be affected by any release by the lender of my (our) obligation to repay the loan. Any Agency collection under this paragraph will not be shared with the lender.

**ACKNOWLEDGMENT**

*I certify that I accept and comply with the conditions stated hereon. I certify that the statements made by me in this application are true, complete, and correct to the best of my knowledge and belief and are made in good faith to obtain a loan. I understand that the approval period will not begin until a complete application has been filed. (Warning: section 1001 of Title 18, United States Code provides for criminal penalties to those who provide false statements on loans. If any information on this application is found to be false or incomplete, such finding may be grounds for denial of the requested credit and civil and criminal prosecution.)*

30A. APPLICANT'S SIGNATURE	30B. DATE
31A. CO-APPLICANT'S SIGNATURE	31B. DATE

**PART C - TYPE OF ASSISTANCE REQUESTED**

32. REQUESTED NO. _____ OF _____	33. LOAN TYPE <input type="checkbox"/> FO <input type="checkbox"/> OL <input type="checkbox"/> OL/LOC <input type="checkbox"/> CL	34. LOAN AMOUNT OR LOC CEILING \$ _____
5. INTEREST RATE _____ % <input type="checkbox"/> FIXED <input type="checkbox"/> VARIABLE	36. INTEREST ASSISTANCE REQUESTED <input type="checkbox"/> YES <input type="checkbox"/> NO	37. REPAYMENT PERIOD (Years) _____
38. SUBSEQUENT LOAN IN SAME OPERATING CYCLE <input type="checkbox"/> YES <input type="checkbox"/> NO	39. REPAYMENT TERMS _____	

**PART D - FUNDS PURPOSE**

40. PURPOSES FOR WHICH FUNDS WILL BE USED	41. AMOUNT
	\$ _____
	\$ _____
	\$ _____
	\$ _____
	\$ _____
	\$ _____
	\$ _____

**PART E - PROPOSED SECURITY**

42. ITEM DESCRIPTION	43. LIEN POSITION	44. ESTIMATED VALUE	45. AMOUNT OF PRIOR LIEN	46. COLLATERAL VALUE
		\$ _____	\$ _____	\$ _____
		\$ _____	\$ _____	\$ _____
		\$ _____	\$ _____	\$ _____
		\$ _____	\$ _____	\$ _____
		\$ _____	\$ _____	\$ _____
		\$ _____	\$ _____	\$ _____
		\$ _____	\$ _____	\$ _____
<b>TOTALS:</b>		\$ _____	\$ _____	\$ _____

**PART F - ENVIRONMENTAL INFORMATION**

YES	NO	Based on a site visit to the loan applicant's operation and discussion of the operating plan, answer the following: (If "YES" please explain and attach to this form):
		47. <b>Floodplains:</b> If the loan will be secured by real estate, does the property contain any existing structures (i.e. farm dwellings or service buildings) or does the proposal involve development (i.e. construction, channeling, or other alteration) located within the 100-year floodplain as defined by FEMA floodplain maps, NRCS soil surveys, or other documentation?
		48. <b>State Water Quality Standards:</b> Did the investigation indicate the operation may violate State Water Quality Standards?
		49. <b>Historical and Archaeological Sites:</b> Does the property contain structures over 50 years old, structures with significant architectural features, or does the property have any historical significance which may make it eligible for the National Register of Historic Places?
		50. <b>Wetlands and Highly Erodible Land:</b> Will loan funds be used for any purpose that may contribute to the erosion of Highly Erodible Land or the Conversion of Wetlands; OR will loan funds be used to drain, dredge, fill, or otherwise manipulate any land or reduce the flow, circulation, or reach of water?
		51. <b>Hazardous Substances:</b> If the loan will be secured by real estate, did the "due diligence" investigation in respect to underground storage tanks and contamination from hazardous substances indicate contamination?

**PART G – INTEREST ASSISTANCE NEEDS ANALYSIS**

52. NET CASH FLOW ( <i>inflows - outflows</i> ) WITHOUT INTEREST ASSISTANCE	\$
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If a feasible plan cannot be developed (net cash flow is negative) without interest assistance, the applicant should be considered for interest assistance. The applicant must project a feasible plan with interest assistance or the request will be denied.

53. NET CASH FLOW ( <i>inflows - outflows</i> ) WITH INTEREST ASSISTANCE	\$
--	----

**PART H – LENDER INFORMATION AND CERTIFICATION**

54. LENDING INSTITUTION NAME AND ADDRESS  Telephone No. ( <i>Including Area Code</i> ):	55. LENDER 9 DIGIT TAX ID NO.
	56. REGULATORY AGENCY

57. LENDER CERTIFIES THAT:

- a. All applicable requirements in 7 C.F.R. Part 762, and FSA-2201 have been or will be met.
- b. It would not make the loan without an FSA guarantee. Not applicable for CL requests.
- c. The cash flow projection demonstrates that the proposed loan is sound and within the applicant's repayment ability, if applicable.
- d. The proposed collateral securing the loan is considered adequate.
- e. All documentation required by 7 C.F.R. Part 762, but not required to be submitted with the loan application, has been obtained and supports the data presented in this application.
- f. In connection with subsequent loans made within the same operating cycle, the loan applicant is in compliance with all loan agreements and all applicable certifications made are still valid.
- g. Application will be governed by Lender's Agreement dated: \_\_\_\_\_ (Date)
- h. Application filed as a (*check one*):  
 CERTIFIED LENDER (CLP)       STANDARD ELIGIBLE LENDER (SEL)

58A. NAME OF LENDER'S REPRESENTATIVE	58B. TITLE OF LENDER'S REPRESENTATIVE
59A. AUTHORIZED LENDER REPRESENTATIVE'S SIGNATURE	59B. DATE



**PART I - SUPPORTING DOCUMENTATION** (Please attach the following)**7. Certified Lender Program Lenders:**

- Narrative
- Balance sheet dated \_\_\_\_\_
- Cash flow budget, if applicable
- Description of the location of each tract of land to be farmed by the loan applicant (This may be FSA Farm No., Legal Description, Plat Map, etc.)
- Entity information (name, address, social security or tax identification number, percent ownership, balance sheet for each member)
- Conservation Plan (CL Only)
- Transition Plan for Organic or Sustainable Agricultural, if applicable

**61. Standard Eligible Lenders Applying for Guarantees of \$125,000 or Less:**

- Narrative
- Balance sheet dated \_\_\_\_\_
- Cash flow budget, if applicable
- Description of the location of each tract of land to be farmed by the loan applicant (This may be FSA Farm No., Legal Description, Plat Map, etc.)
- Entity information (name, address, social security or tax identification number, percent ownership, balance sheet for each member)
- Credit report
- Plan for servicing borrower
- Conservation Plan (CL Only)
- Transition Plan for Organic or Sustainable Agricultural, if applicable

**62. Standard Eligible Lenders Applying for Guarantees Greater than \$125,000:**

- Narrative
- Balance sheet dated \_\_\_\_\_
- Cash flow budget, if applicable
- Description of the location of each tract of land to be farmed by the loan applicant (This may be FSA Farm No., Legal Description, Plat Map, etc.)
- Entity information (name, address, social security or tax identification number, percent ownership, balance sheet for each member)
- Credit report
- Plan for servicing borrower
- Proposed loan agreement
- Verification of all debts greater than \$1,000
- Verification of non-farm income, if applicable
- 3 year production history, if applicable
- 3 year financial history (income, expenses, balance sheets), if applicable
- If construction or development is proposed, a copy of the plans, specifications, and schedule
- Conservation Plan (CL Only)
- Transition Plan for Organic or Sustainable Agricultural, if applicable

(Note: Your private lender will normally complete this form.)

This form is available electronically.

Form Approved - OMB No. 0560-0155

FSA-2211  
(09-03-10)

U.S. DEPARTMENT OF AGRICULTURE  
Farm Service Agency

Position 3

**APPLICATION FOR GUARANTEE**

**INSTRUCTIONS TO LENDER: LOAN APPLICANT WILL COMPLETE PARTS A AND B. LENDER WILL COMPLETE PARTS C THROUGH I.**

**NOTE:** According to the Paperwork Reduction Act of 1995, an agency may not conduct or sponsor, and a person is not required to respond to, a collection of information unless it displays a valid OMB control number. The valid OMB control number for this information collection is 0560-0155. The time required to complete this information collection is estimated to average 3.5 hours per response, 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 FSA OFFICE.

**PART A - LOAN APPLICANT INFORMATION**

1. APPLICANT'S NAME <b>John A. Farmer</b>		2. CO-APPLICANT'S NAME <b>N/A</b>		3. APPLICANT'S TELEPHONE NO. (Include Area Code) <b>508 - 000 - 0000</b>	
4. APPLICANT'S ADDRESS <b>11 Pastoral Rd. Plymouth, MA 02345</b>				5. APPLICANT'S 9 DIGIT SSN OR TAX ID NO. <b>000 - 00 - 0000</b>	
6. APPLICANT'S BIRTH DATE <b>01/01/1952</b>		7. CO-APPLICANT'S BIRTH DATE		8. CO-APPLICANT'S 9 DIGIT SSN	
9. TOTAL NUMBER OF HOUSEHOLD MEMBERS <b>4</b>				10. TYPE OF OPERATION: <input checked="" type="checkbox"/> INDIVIDUAL <input type="checkbox"/> PARTNERSHIP <input type="checkbox"/> TRUST <input type="checkbox"/> JOINT OPERATION <input type="checkbox"/> CORPORATION <input type="checkbox"/> COOPERATIVE <input type="checkbox"/> L.L.C <input type="checkbox"/> OTHER (Explain)	
11. ACRES OWNED <b>10.000</b>				12. ACRES RENTED <b>0</b>	
13. MARTIAL STATUS: <input checked="" type="checkbox"/> MARRIED <input type="checkbox"/> SEPARATED <input type="checkbox"/> UNMARRIED (INCLUDING SINGLE, DIVORCE, AND WIDOWED)					
14. Have you ever conducted business under any other name? If "YES", what name?				YES	NO
					<input checked="" type="checkbox"/>
15. Have you or any member of the entity obtained a direct or guaranteed loan from USDA?					<input checked="" type="checkbox"/>
16. If "YES" to Item 15, was the loan paid in full? If not paid in full, please explain:					
17. Have you or any member of the entity ever been in receivership, been discharged in bankruptcy, or filed a petition for bankruptcy?					
18. If "YES" to Item 17, provide details:					
19. Are you or any member of the entity delinquent on any debt to the United States Government?					<input checked="" type="checkbox"/>
20. Are you (or members holding a majority interest if an entity applicant) a United States citizen?				<input checked="" type="checkbox"/>	
21. If "NO" to Item 20, are you a non-citizen national, or a qualified alien? (Please provide documentation)					
22. Are you a veteran? If "YES", indicate branch and dates of service:					<input checked="" type="checkbox"/>
23. Are you an employee, related to an employee, or an associate of an employee, of the Lender or Farm Service Agency?				<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
24. Are you farming or ranching now? If "YES", number of years experience: <b>15</b>					
25. If "NO" to Item 24, but you have operated a farm in the past, list dates:					

**Voluntary Information for Monitoring Purposes**

Ethnicity, race, and gender information is requested in order to monitor FSA's compliance with Federal laws prohibiting discrimination against loan applicants and to determine if you qualify for targeted funds. You are not required to furnish this information, but are encouraged to do so. Failure to complete this information may result in you not receiving access to targeted funds for which you may be eligible. Entity applicants should base their answers on the ethnicity, race, and gender of the owners of a majority interest in the entity.

26. ETHNICITY <input type="checkbox"/> Hispanic or Latino <input checked="" type="checkbox"/> Not Hispanic or Latino		27. RACE (Choose as many boxes as applicable) <input type="checkbox"/> American Indian or Alaska Native <input type="checkbox"/> Native Hawaiian or Other Pacific Islander <input type="checkbox"/> Asian <input checked="" type="checkbox"/> White <input type="checkbox"/> Black or African American		28. GENDER <input checked="" type="checkbox"/> MALE <input type="checkbox"/> FEMALE	
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<b>FSA USE ONLY:</b>		29A. DATE RECEIVED	29B. DATE COMPLETED
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The U.S. Department of Agriculture (USDA) prohibits discrimination in all of its programs and activities on the basis of race, color, national origin, age, disability, and where applicable, sex, marital status, familial status, parental status, religion, sexual orientation, political beliefs, genetic information, reprisal, or because all or part of an individual's income is derived from any public assistance program. (Not all prohibited bases apply to all programs.) Persons with disabilities who require alternative means for communication of program information (Braille, large print, audiotape, etc.) should contact USDA's TARGET Center at (202) 720-2600 (voice and TDD). To file a complaint of discrimination, write to USDA, Assistant Secretary for Civil Rights, Office of the Assistant Secretary for Civil Rights, 1400 Independence Avenue, S.W., Stop 9410, Washington, DC 20250-9410, or call toll-free at (866) 632-9992 (English) or (800) 877-8339 (TDD) or (866) 377-8642 (English Federal-relay) or (800) 845-6136 (Spanish Federal-relay). USDA is an equal opportunity provider and employer.

**PART B – LOAN APPLICANT CERTIFICATIONS**

**STATEMENT REQUIRED BY THE PRIVACY ACT**

The following statement is made in accordance with the Privacy Act of 1974 (5 U.S.C. 552a - as amended). The authority for requesting the information identified on this form is the Consolidated Farm and Rural Development Act, as amended (7 U.S.C. 1921 et. seq.). The information will be used to determine eligibility and feasibility for loans and loan guarantees, and servicing of loans and loan guarantees. The information collected on this form may be disclosed to other Federal, State, and local government agencies, Tribal agencies, and nongovernmental entities that have been authorized access to the information by statute or regulation and/or as described in the applicable Routine Uses identified in the System of Records Notice for USDA/FSA-14, Applicant/Borrower. Providing the requested information is voluntary. However, failure to furnish the requested information may result in a denial for loans and loan guarantees, and servicing of loans and loan guarantees. The provisions of criminal and civil fraud, privacy, and other statutes may be applicable to the information provided.

**RIGHT TO FINANCIAL PRIVACY ACT OF 1978**

FSA has a right of access to financial records held by financial institutions in connection with providing assistance to you, as well as collecting on loans made to you or guaranteed by the government. Financial records involving your transaction will be available to FSA without further notice or authorization but will not be disclosed or released by this institution to another government Agency or Department without your consent except as required by law.

**THE FEDERAL EQUAL CREDIT OPPORTUNITY ACT** prohibits creditors from discriminating against applicants on the basis of race, color, religion, sex, national origin, marital status, or age (provided the applicant has the capacity to enter into a binding contract), because all or a part of the applicant's income derives from any public assistance program, or because the applicant has in good faith exercised any right under the Consumer Credit Protection Act.

**CERTIFICATIONS, RESTRICTIONS, AND DISCLOSURE OF LOBBYING ACTIVITIES**

1. The loan applicant certifies that: if any funds, by or on behalf of the loan applicant, have been or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant or Federal loan, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, or loan, the loan applicant shall complete and submit Standard Form - LLL, "Disclosure of Lobbying Activities," in accordance with its instructions.
2. The loan applicant shall require that the language of this certification be included in the award documents for all sub-awards at all tiers (including contracts, subcontracts, and subgrants, under grants and loans) and that all subrecipients shall certify and disclose accordingly.
3. This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this statement is a prerequisite for making or entering into this transaction and is imposed by 31 U.S.C. 1352. Any person who fails to file the required statement shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each failure.

**ABUSE OF CONTROLLED SUBSTANCES**

The loan applicant certifies that he or she as an individual, or any member of an entity applicant, has not been convicted under Federal or State law of planting, cultivating, growing, producing, harvesting, or storing a controlled substance within the last 5 crop years, in accordance with 21 U.S.C. 889. The loan applicant also certifies that he/she as an individual, or any member of an entity applicant, is not ineligible for Federal benefits based on a conviction for the distribution of controlled substances or any offense involving the possession of a controlled substance under 21 U.S.C. 862.

**TEST FOR CREDIT**


The individual or authorized party certifies that the needed credit without a loan guarantee, cannot be obtained by the individual applicant, or in the case of an entity, the needed credit cannot be obtained considering all assets owned by the entity and all of the individual members. The provisions of this paragraph do not apply if the guarantee requested is a Conservation Loan guarantee.

**FEDERAL DEBT**

The loan applicant certifies and acknowledges that any amounts paid by FSA on account of the liabilities of the guaranteed loan borrower will constitute a Federal debt owing to FSA by the guaranteed loan borrower. In such case, FSA may use all remedies available to it, including offset under the Debt Collection Improvement Act, to collect the debt from the borrower. The Agency's right to collect is independent of the lender's right to collect under the guaranteed note and will not be affected by any release by the lender of my (our) obligation to repay the loan. Any Agency collection under this paragraph will not be shared with the lender.

**ACKNOWLEDGMENT**

*I certify that I accept and comply with the conditions stated hereon. I certify that the statements made by me in this application are true, complete, and correct to the best of my knowledge and belief and are made in good faith to obtain a loan. I understand that the approval period will not begin until a complete application has been filed. (Warning: section 1001 of Title 18, United States Code provides for criminal penalties to those who provide false statements on loans. If any information on this application is found to be false or incomplete, such finding may be grounds for denial of the requested credit and civil and criminal prosecution.)*

30A. APPLICANT'S SIGNATURE 	30B. DATE 01/01/2010
31A. CO-APPLICANT'S SIGNATURE	31B. DATE

**PART G - INTEREST ASSISTANCE NEEDS ANALYSIS**

52. NET CASH FLOW (inflows - outflows) WITHOUT INTEREST ASSISTANCE

\$

If a feasible plan cannot be developed (net cash flow is negative) without interest assistance, the applicant should be considered for interest assistance. The applicant must project a feasible plan with interest assistance or the request will be denied.

53. NET CASH FLOW (inflows - outflows) WITH INTEREST ASSISTANCE

\$

**PART H - LENDER INFORMATION AND CERTIFICATION**

54. LENDING INSTITUTION NAME AND ADDRESS

55. LENDER 9 DIGIT TAX ID NO.

United Bank

000

Telephone No. (Including Area Code):

000-000-0000

56. REGULATORY AGENCY

57. LENDER CERTIFIES THAT:

- a. All applicable requirements in 7 C.F.R. Part 762, and FSA-2201 have been or will be met.
- b. It would not make the loan without an FSA guarantee. Not applicable for CL requests.
- c. The cash flow projection demonstrates that the proposed loan is sound and within the applicant's repayment ability, if applicable.
- d. The proposed collateral securing the loan is considered adequate.
- e. All documentation required by 7 C.F.R. Part 762, but not required to be submitted with the loan application, has been obtained and supports the data presented in this application.
- f. In connection with subsequent loans made within the same operating cycle, the loan applicant is in compliance with all loan agreements and all applicable certifications made are still valid.
- g. Application will be governed by Lender's Agreement dated: 1/1/10 (Date)
- h. Application filed as a (check one):  CERTIFIED LENDER (CLP)  STANDARD ELIGIBLE LENDER (SEL)

58A. NAME OF LENDER'S REPRESENTATIVE

John A. Banker

58B. TITLE OF LENDER'S REPRESENTATIVE

Loan Officer

59A. AUTHORIZED LENDER REPRESENTATIVE'S SIGNATURE

John A. Banker

59B. DATE

1/1/10

**PART C - TYPE OF ASSISTANCE REQUESTED**

32. REQUESTED NO. 1 OF 1	33. LOAN TYPE <input checked="" type="checkbox"/> FO <input type="checkbox"/> OL <input type="checkbox"/> OL/LOC <input type="checkbox"/> CL	34. LOAN AMOUNT OR LOC CEILING \$ 500,000
5. INTEREST RATE 6.5% <input checked="" type="checkbox"/> FIXED <input type="checkbox"/> VARIABLE	36. INTEREST ASSISTANCE REQUESTED <input type="checkbox"/> YES <input type="checkbox"/> NO	37. REPAYMENT PERIOD (Years) 7 years
38. SUBSEQUENT LOAN IN SAME OPERATING CYCLE <input type="checkbox"/> YES <input checked="" type="checkbox"/> NO	39. REPAYMENT TERMS	

**PART D - FUNDS PURPOSE**

40. PURPOSES FOR WHICH FUNDS WILL BE USED	41. AMOUNT
Farm production operations	\$ 500,000
	\$
	\$
	\$
	\$
	\$

**PART E - PROPOSED SECURITY**

42. ITEM DESCRIPTION	43. LIEN POSITION	44. ESTIMATED VALUE	45. AMOUNT OF PRIOR LIEN	46. COLLATERAL VALUE
Crops & farm equipment		\$ 500,000	\$	\$ 500,000
		\$	\$	\$
		\$	\$	\$
		\$	\$	\$
		\$	\$	\$
		\$	\$	\$
		\$	\$	\$
		\$	\$	\$
<b>TOTALS:</b>		\$	\$	\$

**PART F - ENVIRONMENTAL INFORMATION**

YES	NO	Based on a site visit to the loan applicant's operation and discussion of the operating plan, answer the following: (If "YES" please explain and attach to this form):
	X	47. Floodplains: If the loan will be secured by real estate, does the property contain any existing structures (i.e. farm dwellings or service buildings) or does the proposal involve development (i.e. construction, channeling, or other alteration) located within the 100-year floodplain as defined by FEMA floodplain maps, NRCS soil surveys, or other documentation?
	X	48. State Water Quality Standards: Did the investigation indicate the operation may violate State Water Quality Standards?
	X	49. Historical and Archaeological Sites: Does the property contain structures over 50 years old, structures with significant architectural features, or does the property have any historical significance which may make it eligible for the National Register of Historic Places?
	X	50. Wetlands and Highly Erodible Land: Will loan funds be used for any purpose that may contribute to the erosion of Highly Erodible Land or the Conversion of Wetlands; OR will loan funds be used to drain, dredge, fill, or otherwise manipulate any land or reduce the flow, circulation, or reach of water?
	X	51. Hazardous Substances: If the loan will be secured by real estate, did the "due diligence" investigation in respect to underground storage tanks and contamination from hazardous substances indicate contamination?

**PART I - SUPPORTING DOCUMENTATION** *(Please attach the following)***7. Certified Lender Program Lenders:**

- Narrative
- Balance sheet dated \_\_\_\_\_
- Cash flow budget, if applicable
- Description of the location of each tract of land to be farmed by the loan applicant *(This may be FSA Farm No., Legal Description, Plat Map, etc.)*
- Entity information *(name, address, social security or tax identification number, percent ownership, balance sheet for each member)*
- Conservation Plan *(CL Only)*
- Transition Plan for Organic or Sustainable Agricultural, if applicable

**61. Standard Eligible Lenders Applying for Guarantees of \$125,000 or Less:**

- Narrative
- Balance sheet dated \_\_\_\_\_
- Cash flow budget, if applicable
- Description of the location of each tract of land to be farmed by the loan applicant *(This may be FSA Farm No., Legal Description, Plat Map, etc.)*
- Entity information *(name, address, social security or tax identification number, percent ownership, balance sheet for each member)*
- Credit report
- Plan for servicing borrower
- Conservation Plan *(CL Only)*
- Transition Plan for Organic or Sustainable Agricultural, if applicable

**62. Standard Eligible Lenders Applying for Guarantees Greater than \$125,000:**

- Narrative
- Balance sheet dated \_\_\_\_\_
- Cash flow budget, if applicable
- Description of the location of each tract of land to be farmed by the loan applicant *(This may be FSA Farm No., Legal Description, Plat Map, etc.)*
- Entity information *(name, address, social security or tax identification number, percent ownership, balance sheet for each member)*
- Credit report
- Plan for servicing borrower
- Proposed loan agreement
- Verification of all debts greater than \$1,000
- Verification of non-farm income, if applicable
- 3 year production history, if applicable
- 3 year financial history *(income, expenses, balance sheets)*, if applicable
- If construction or development is proposed, a copy of the plans, specifications, and schedule
- Conservation Plan *(CL Only)*
- Transition Plan for Organic or Sustainable Agricultural, if applicable

FSA-2301  
(12-31-07)

U.S. DEPARTMENT OF AGRICULTURE  
Farm Service Agency

REQUEST FOR YOUTH LOAN

**PART A – APPLICANT INFORMATION**

1. EXACT FULL LEGAL NAME		4. ADDRESS		
3. COUNTY OF PROJECT				
4. SOCIAL SECURITY NUMBER	5. BIRTH DATE	6. TELEPHONE NUMBER		
7. MARITAL STATUS: <input type="checkbox"/> MARRIED <input type="checkbox"/> UNMARRIED <input type="checkbox"/> SEPARATED (INCLUDING SINGLE, DIVORCED, AND WIDOWED)		8. AMOUNT OF LOAN REQUEST \$		
			YES	NO
9. Are you a citizen of the United States? If "NO", appropriate documentation must be submitted for a United States non-citizen national, or a qualified alien under applicable Federal immigration laws.				
10. Have you ever obtained a direct or guaranteed farm loan from the Farm Service Agency (FSA)?				
11. Are you delinquent on any Federal debt or do you have any outstanding Federal judgments? If "YES", provide details in Item 17.				
12. Have you ever had any FSA direct or guaranteed farm loan debt forgiven through a write-off, debt settlement, compromise, write-down, charge-off, adjustment, reduction, or bankruptcy? If "YES", provide details in Item 17.				
13. Are you currently employed? If "YES", provide employer's name, address, phone number, amount of annual income, and if employment is full or part-time in Item 17.				
14. Are you an FSA employee or are you related to or closely associated with any FSA employee? If "YES", explain in Item 17.				
15. Are you an active member of FFA, 4-H or other agriculture related organizations? If "YES", provide name of organization in Item 17.				
16. Are you a Veteran?				

ADDITIONAL ANSWERS. Write the item number to which each answer applies. If you need more space, use additional sheets of paper the same size as this page. On each sheet, write your name.

18. BRIEF DESCRIPTION OF PROJECT. (Beginning date of project, name of organization and project plans.)

**VOLUNTARY INFORMATION**

VOLUNTARY INFORMATION FOR MONITORING PURPOSES: Race, ethnicity and gender information is requested by the Federal Government in order to monitor FSA's compliance with Federal laws prohibiting discrimination against loan applicants. You are not required to furnish this information, but are encouraged to do so. Failure to complete this information may result in you not receiving access to targeted funds for which you may have been eligible. This information will not be used in evaluating your application or to discriminate against you in any way. If you do not furnish it, FSA is required to note your race, ethnicity and gender on the basis of observer identification. (\*This data is requested for statistical purposes only. One or more boxes may be selected.)

*ETHNICITY		19B. *RACE (Choose as many boxes as applicable)		19C. GENDER		19D. FOR FSA USE ONLY				
<input type="checkbox"/> Hispanic or Latino	<input type="checkbox"/> Not Hispanic or Latino	<input type="checkbox"/> American Indian or Alaskan Native	<input type="checkbox"/> Asian	<input type="checkbox"/> Black or African-American	<input type="checkbox"/> Native Hawaiian or Other Pacific Islander	<input type="checkbox"/> White	<input type="checkbox"/> Male	<input type="checkbox"/> Female	<input type="checkbox"/> Provided	<input type="checkbox"/> Observed

**ANNUAL INCOME AND EXPENSES**

**20. INCOME:**

A. DESCRIPTION:	B. \$Amount
<b>21. Total:</b>	

**22. EXPENSES:**

A. DESCRIPTION:	B. \$Amount
<b>23. Total:</b>	

24. Annual Total Income from Item 21:

25. Annual Total Expenses from Item 23: (-)

26. Annual Amount of Payments Due (Including this loan): (-)

27. Ending Cash Balance (Subtract Item 25 and Item 26 from Item 24):

**ASSETS AND DEBTS**

**28. ASSETS:**

A. DESCRIPTION	B. \$ Amount
<b>29. TOTAL ASSETS:</b>	

**30. DEBTS:**

A. DESCRIPTION	B. \$Amount
<b>31. TOTAL DEBTS:</b>	

32. Total Assets from Item 28:

33. Total Debts from Item 30: (-)

34. Net Worth (Subtract Item 33 from Item 32):



**35. SPECIAL PROGRAM INFORMATION**

Certain FSA programs are, by law, designed to reach targeted applicants. If you are interested in the program described below, or have questions about this program and whether you may qualify for this program, the FSA office processing your application will help you.

**SOCIALLY DISADVANTAGED APPLICANTS:** A portion of FSA farm ownership and operating loan funds are, by law, targeted to applicants who have been subjected to racial, ethnic or gender prejudice because of their identity as a member of a group, without regard to individual qualities. Under the applicable law, groups meeting this condition are: American Indians/Alaskan Natives, Asians, Blacks/African Americans, Native Hawaiians/Other Pacific Islanders, Hispanics, and Woman.

**36. GENERAL INFORMATION**

- A. RIGHT TO FINANCIAL PRIVACY ACT OF 1978 (TITLE XI, 1113(h) OF PUB. L. 95-630):** FSA has a right of access to financial records held by financial institutions in connection with providing assistance to you, as well as collecting on loans made to you or guaranteed by the government. Financial records involving your transaction will be available to FSA without further notice or authorization but will not be disclosed or released by this institution to another government Agency or Department without your consent except as required by law.
- B. THE FEDERAL EQUAL CREDIT OPPORTUNITY ACT** prohibits creditors from discriminating against borrowers on the basis of race, color, religion, sex, national origin, marital status, age (provided the borrower has the capacity to enter into a binding contract), because all or a part of the borrower's income derives from any public assistance program, or because the borrower has in good faith exercised any right under the Consumer Credit Protection Act.
- C. FEDERAL COLLECTION POLICIES:** Delinquencies, defaults, foreclosures and abuses of mortgage loans involving programs of the Federal Government can be costly and detrimental to your credit, now and in the future. The mortgage lender in this transaction, its agents and assigns as well as the Federal Government, its agencies, agents and assigns, are authorized to take any and all of the following actions in the event loan payments become delinquent on the mortgaged loan described in the attached application: (1) Report your name and account information to a credit bureau, (2) Assess additional interest and penalty charges for the period of time that payment is not made, (3) Assess charges to cover additional administrative costs incurred by the Government to service your account, (4) Offset amounts owed to you under other Federal programs; (5) Refer your account to a private attorney, collection agency or mortgage servicing agency to collect the amount due, foreclose the mortgage, sell the property and seek judgment against you for any deficiency; (6) Refer your account to the Department of Justice for litigation; (7) If you are a current or retired Federal employee, take action to offset your salary, or civil service retirement benefits; (8) Refer your debt to the Department of the Treasury for cross-servicing and offset against any amount owed to you by any Federal Agency, such as an income tax refund; and (9) Report any resulting written-off debt to the Internal Revenue Service as taxable income. All of these actions can and will be used to recover debts owed to the Federal Government, when in its best interests.

**37. CERTIFICATION**

- A. ABUSE OF CONTROLLED SUBSTANCES:** I certify that as an individual, or as a member of an entity, I have not been convicted under Federal or State law of planting, cultivating, growing, producing, harvesting, or storing a controlled substance within the previous 5 crop years. See the Food Security Act of 1985 (Pub. L. 99-198). I also certify that as an individual, or as a member of an entity, I am not ineligible for Federal benefits based on a conviction for the distribution of controlled substances or any offense involving the possession of a controlled substance under 21 U.S.C. § 862.
- B. PERMISSION TO FILE A FINANCING STATEMENT:** Under the Uniform Commercial Code, you do not have to sign the financing statement which allows FSA to obtain a security interest in your property. If the loan is approved and funded, FSA will file a financing statement at the earliest possible date, before you enter into a **SECURITY AGREEMENT. BY SIGNING BELOW I GIVE FSA PERMISSION TO FILE A FINANCING STATEMENT PRIOR TO THE EXECUTION OF THE SECURITY AGREEMENT AS WELL AS TO FILE AMENDMENTS AND CONTINUATIONS OF THE FINANCING STATEMENT THEREAFTER.**
- C. DISQUALIFICATION DUE TO FEDERAL CROP INSURANCE FRAUD:** The applicant certifies that as an individual or any member of the entity, has not been disqualified for Federal benefits as provided in Section 515(h) of the Federal Crop Insurance Act (FCIA). Applicants who willfully and intentionally provide false or inaccurate information to the Federal Crop Insurance Corporation (FCIC) or to an approved insurance provider with respect to a policy or plan of FCIC insurance, after notice and an opportunity for a hearing on the record, will be subject to one or more of the sanctions described in Section 515(h)(3) of FCIA.
- D. RESTRICTIONS AND DISCLOSURE OF LOBBYING ACTIVITIES:**
  1. The loan applicant certifies that: if any funds, by or on behalf of the loan applicant, have been or will be paid to any persons for influencing or attempting to influence an officer or employee of any agency, a Member, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant or Federal loan, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant or loan, the loan applicant shall complete and submit Standard Form - LLL, "Disclosure of Lobbying Activities," in accordance with its instructions.
  2. The loan applicant shall require that the language of this certification be included in the award documents for all sub-awards at all tiers (including contracts, subcontracts, and subgrants, under grants and loans) and that all subrecipients shall certify and disclosure accordingly.
  3. This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this statement is a prerequisite for making or entering into this transaction imposed by 31 U.S.C. 1352. Any person who fails to file the required statement shall be subject to a civil penalty.

**38. WARNING**

I CERTIFY THAT THE INFORMATION PROVIDED IS TRUE, COMPLETE, AND CORRECT TO THE BEST OF MY KNOWLEDGE AND IS PROVIDED IN GOOD FAITH TO OBTAIN A LOAN. (WARNING: SECTION 1001 OF TITLE 18, UNITED STATES CODE, PROVIDES FOR MINIMAL PENALTIES TO THOSE WHO PROVIDE FALSE STATEMENTS TO THE GOVERNMENT. IF ANY INFORMATION IS FOUND TO BE FALSE OR INCOMPLETE, SUCH FINDING MAY BE GROUNDS FOR DENIAL OF THE REQUESTED ACTION.)

39A. SIGNATURE	39B. DATE
----------------	-----------

**PART B – PROJECT ADVISOR RECOMMENDATION**

40A. Project Advisor - I agree to sponsor the applicant on this project and provide supervision for the duration of the loan. (Describe how you plan to assist the applicant, such as monthly meetings, financial planning, and management advice.)

40B. Name

40C. Signature

40D. Phone Number

40E. Date

**PART C – PARENT/GUARDIAN RECOMMENDATION**

41A. Parent/Guardian - I recommend the applicant and consent to their participation in this project. I will assist and encourage the applicant to successful completion of the project. (Describe how you plan to assist the applicant, such as reviewing the plan, daily supervision, environmental concerns, communications with FSA, and marketing of production.)

41B. Name

41C. Signature

41D. Date

**PART D – FSA US ONLY**

42A. DATE FORM FSA-2301 RECEIVED

42B. DATE APPLICATION COMPLETE

42C. CREDIT REPORT FEE  
\$

42D. DATE RECEIVED

42E. NAME OF AGENCY OFFICIAL

**NOTE:** 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, as amended (7 USC 1921 et seq.), or other Acts, and the regulations promulgated thereunder, to solicit the information requested on its application forms. The information requested is necessary for FSA 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 Revenue Service, the Department of Justice or other law enforcement agencies, the Department of Defense, the Department of Housing and Urban Development, the 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 (FOIA), to financial consultants, advisors, lending institutions, packagers, agents, and private or commercial credit sources, to collection or servicing contractors, to credit reporting agencies, to private attorneys under contract with FSA or the Department of Justice, to business firms in the trade area that buy chattel or crops or sell them for commission, to Members of Congress or Congressional staff members, or to courts or adjudicative bodies. Disclosure of the information requested is voluntary. However, failure to disclose 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.

According to the Paperwork Reduction Act of 1995, an agency may not conduct or sponsor, and a person is not required to respond to, a collection of information unless it displays a valid OMB control number. The valid OMB control number for this information collection is 0560-0237. The time required to complete this information collection is estimated to average 30 minutes per response, 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 FSA OFFICE.**

The U.S. Department of Agriculture (USDA) prohibits discrimination in all its program and activities on the basis of race, color, national origin, age, disability, and where applicable, sex, marital status, familial status, parental status, religion, sexual orientation, genetic information, political beliefs, reprisal, or because all or part of an individual's income is derived from any public assistance program. (Not all prohibited bases apply to all programs.) Persons with disabilities who require alternative means for communication of program information (Braille, large print, audiotape, etc.) should contact USDA's TARGET Center at (202) 720-2600 (voice and TDD). To file a complaint of Discrimination, write to USDA, Director, Office of Civil Rights, 1400 Independence Avenue, SW., Washington, DC 20250-9410, or call (800) 795-3272 (voice) or (202) 720-6382 (TDD). USDA is an equal opportunity provider and employer.

FSA-2301  
(12-31-07)

U.S. DEPARTMENT OF AGRICULTURE  
Farm Service Agency

**REQUEST FOR YOUTH LOAN**

**PART A – APPLICANT INFORMATION**

1. EXACT FULL LEGAL NAME <i>John Q Farmer</i>		4. ADDRESS <i>Rt 3 Box 100 Somewhere, US</i>	
3. COUNTY OF PROJECT <i>Vista</i>			
4. SOCIAL SECURITY NUMBER <i>000-00-0000</i>	5. BIRTH DATE <i>6/1/96</i>	6. TELEPHONE NUMBER <i>866-555-1212</i>	
7. MARITAL STATUS: <input type="checkbox"/> MARRIED <input type="checkbox"/> SEPARATED <input checked="" type="checkbox"/> UNMARRIED <small>(INCLUDING SINGLE, DIVORCED, AND WIDOWED)</small>		8. AMOUNT OF LOAN REQUEST \$ <i>5,000</i>	
9. Are you a citizen of the United States? If "NO", appropriate documentation must be submitted for a United States non-citizen national, or a qualified alien under applicable Federal immigration laws.			YES NO <input checked="" type="checkbox"/> <input type="checkbox"/>
10. Have you ever obtained a direct or guaranteed farm loan from the Farm Service Agency (FSA)?			<input type="checkbox"/> <input checked="" type="checkbox"/>
11. Are you delinquent on any Federal debt or do you have any outstanding Federal judgments? If "YES", provide details in Item 17.			<input type="checkbox"/> <input checked="" type="checkbox"/>
12. Have you ever had any FSA direct or guaranteed farm loan debt forgiven through a write-off, debt settlement, compromise, write-down, charge-off, adjustment, reduction, or bankruptcy? If "YES", provide details in Item 17.			<input type="checkbox"/> <input checked="" type="checkbox"/>
13. Are you currently employed? If "YES", provide employer's name, address, phone number, amount of annual income, and if employment is full or part-time in Item 17.			<input type="checkbox"/> <input checked="" type="checkbox"/>
14. Are you an FSA employee or are you related to or closely associated with any FSA employee? If "YES", explain in Item 17.			<input type="checkbox"/> <input checked="" type="checkbox"/>
15. Are you an active member of FFA, 4-H or other agriculture related organizations? If "YES", provide name of organization in Item 17.			<input checked="" type="checkbox"/> <input type="checkbox"/>
16. Are you a Veteran?			<input type="checkbox"/> <input checked="" type="checkbox"/>

ADDITIONAL ANSWERS. Write the item number to which each answer applies. If you need more space, use additional sheets of paper the same size as this page. On each sheet, write your name.

*15. Consolidated High School FFA Chapter*

18. BRIEF DESCRIPTION OF PROJECT. (Beginning date of project, name of organization and project plans.)

*I plan to buy 6 steers to feed and sell. The best one will be shown at the county fair. My uncle has agreed to let me keep them in a pasture that he is not using. I will trade labor for the use of the land and his equipment when needed.*

**VOLUNTARY INFORMATION**

VOLUNTARY INFORMATION FOR MONITORING PURPOSES: Race, ethnicity and gender information is requested by the Federal Government in order to monitor FSA's compliance with Federal laws prohibiting discrimination against loan applicants. You are not required to furnish this information, but are encouraged to do so. Failure to complete this information may result in you not receiving access to targeted funds for which you may have been eligible. This information will not be used in evaluating your application or to discriminate against you in any way. If you do not furnish it, FSA is required to note your race, ethnicity and gender on the basis of observer identification. (**\*This data is requested for statistical purposes only. One or more boxes may be selected.**)

*ETHNICITY		19B. *RACE (Choose as many boxes as applicable)		19C. GENDER		19D. FOR FSA USE ONLY				
<input type="checkbox"/> Hispanic or Latino	<input type="checkbox"/> Not Hispanic or Latino	<input type="checkbox"/> American Indian or Alaskan Native	<input type="checkbox"/> Asian	<input type="checkbox"/> Black or African-American	<input type="checkbox"/> Native Hawaiian or Other Pacific Islander	<input type="checkbox"/> White	<input type="checkbox"/> Male	<input type="checkbox"/> Female	<input type="checkbox"/> Provided	<input type="checkbox"/> Observed

**ANNUAL INCOME AND EXPENSES**

**20. INCOME:**

A. DESCRIPTION:

B. \$Amount

Sale of Steers

6,500

odd jobs, helping neighbors

1,000

21. Total:

7,500

**22. EXPENSES:**

A. DESCRIPTION:

B. \$Amount

Purchase steers

3,600

Feed and silage

1,400

other

500

23. Total:

5,500

24. Annual Total Income from Item 21:

7,500

25. Annual Total Expenses from Item 23: (-)

5,500

26. Annual Amount of Payments Due (Including this loan): (-)

5,100

27. Ending Cash Balance (Subtract Item 25 and Item 26 from Item 24):

1,900

**ASSETS AND DEBTS**

**28. ASSETS:**

A. DESCRIPTION

B. \$ Amount

**30. DEBTS:**

A. DESCRIPTION

B. \$Amount

~~tools~~ tools

500

0

29. TOTAL ASSETS:

500

31. TOTAL DEBTS:

0

32. Total Assets from Item 28:

500

33. Total Debts from Item 30: (-)

0

34. Net Worth (Subtract Item 33 from Item 32):

500

35. SPECIAL PROGRAM INFORMATION

Certain FSA programs are, by law, designed to reach targeted applicants. If you are interested in the program described below, or have questions about this program and whether you may qualify for this program, the FSA office processing your application will help you.

**SOCIALLY DISADVANTAGED APPLICANTS:** A portion of FSA farm ownership and operating loan funds are, by law, targeted to applicants who have been subjected to racial, ethnic or gender prejudice because of their identity as a member of a group, without regard to individual qualities. Under the applicable law, groups meeting this condition are: American Indians/Alaskan Natives, Asians, Blacks/African Americans, Native Hawaiians/Other Pacific Islanders, Hispanics, and Woman.

36. GENERAL INFORMATION

- A. **RIGHT TO FINANCIAL PRIVACY ACT OF 1978 (TITLE XI, 1113(h) OF PUB. L. 95-630):** FSA has a right of access to financial records held by financial institutions in connection with providing assistance to you, as well as collecting on loans made to you or guaranteed by the government. Financial records involving your transaction will be available to FSA without further notice or authorization but will not be disclosed or released by this institution to another government Agency or Department without your consent except as required by law.
- B. **THE FEDERAL EQUAL CREDIT OPPORTUNITY ACT** prohibits creditors from discriminating against borrowers on the basis of race, color, religion, sex, national origin, marital status, age (provided the borrower has the capacity to enter into a binding contract), because all or a part of the borrower's income derives from any public assistance program, or because the borrower has in good faith exercised any right under the Consumer Credit Protection Act.
- C. **FEDERAL COLLECTION POLICIES:** Delinquencies, defaults, foreclosures and abuses of mortgage loans involving programs of the Federal Government can be costly and detrimental to your credit, now and in the future. The mortgage lender in this transaction, its agents and assigns as well as the Federal Government, its agencies, agents and assigns, are authorized to take any and all of the following actions in the event loan payments become delinquent on the mortgaged loan described in the attached application: (1) Report your name and account information to a credit bureau, (2) Assess additional interest and penalty charges for the period of time that payment is not made, (3) Assess charges to cover additional administrative costs incurred by the Government to service your account, (4) Offset amounts owed to you under other Federal programs; (5) Refer your account to a private attorney, collection agency or mortgage servicing agency to collect the amount due, foreclose the mortgage, sell the property and seek judgment against you for any deficiency; (6) Refer your account to the Department of Justice for litigation; (7) If you are a current or retired Federal employee, take action to offset your salary, or civil service retirement benefits; (8) Refer your debt to the Department of the Treasury for cross-servicing and offset against any amount owed to you by any Federal Agency, such as an income tax refund; and (9) Report any resulting written-off debt to the Internal Revenue Service as taxable income. All of these actions can and will be used to recover debts owed to the Federal Government, when in its best interests.

37. CERTIFICATION

- A. **ABUSE OF CONTROLLED SUBSTANCES:** I certify that as an individual, or as a member of an entity, I have not been convicted under Federal or State law of planting, cultivating, growing, producing, harvesting, or storing a controlled substance within the previous 5 crop years. See the Food Security Act of 1985 (Pub. L. 99-198). I also certify that as an individual, or as a member of an entity, I am not ineligible for Federal benefits based on a conviction for the distribution of controlled substances or any offense involving the possession of a controlled substance under 21 U.S.C. § 862.
- B. **PERMISSION TO FILE A FINANCING STATEMENT:** Under the Uniform Commercial Code, you do not have to sign the financing statement which allows FSA to obtain a security interest in your property. If the loan is approved and funded, FSA will file a financing statement at the earliest possible date, before you enter into a **SECURITY AGREEMENT. BY SIGNING BELOW I GIVE FSA PERMISSION TO FILE A FINANCING STATEMENT PRIOR TO THE EXECUTION OF THE SECURITY AGREEMENT AS WELL AS TO FILE AMENDMENTS AND CONTINUATIONS OF THE FINANCING STATEMENT THEREAFTER.**
- C. **DISQUALIFICATION DUE TO FEDERAL CROP INSURANCE FRAUD:** The applicant certifies that as an individual or any member of the entity, has not been disqualified for Federal benefits as provided in Section 515(h) of the Federal Crop Insurance Act (FCIA). Applicants who willfully and intentionally provide false or inaccurate information to the Federal Crop Insurance Corporation (FCIC) or to an approved insurance provider with respect to a policy or plan of FCIC insurance, after notice and an opportunity for a hearing on the record, will be subject to one or more of the sanctions described in Section 515(h)(3) of FCIA.
- D. **RESTRICTIONS AND DISCLOSURE OF LOBBYING ACTIVITIES:**
  - 1. The loan applicant certifies that: if any funds, by or on behalf of the loan applicant, have been or will be paid to any persons for influencing or attempting to influence an officer or employee of any agency, a Member, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant or Federal loan, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant or loan, the loan applicant shall complete and submit Standard Form - LLL, "Disclosure of Lobbying Activities," in accordance with its instructions.
  - 2. The loan applicant shall require that the language of this certification be included in the award documents for all sub-awards at all tiers (including contracts, subcontracts, and subgrants, under grants and loans) and that all subrecipients shall certify and disclosure accordingly.
  - 3. This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this statement is a prerequisite for making or entering into this transaction imposed by 31 U.S.C. 1352. Any person who fails to file the required statement shall be subject to a civil penalty.

38. WARNING

I CERTIFY THAT THE INFORMATION PROVIDED IS TRUE, COMPLETE, AND CORRECT TO THE BEST OF MY KNOWLEDGE AND IS PROVIDED IN GOOD FAITH TO OBTAIN A LOAN. (WARNING: SECTION 1001 OF TITLE 18, UNITED STATES CODE, PROVIDES FOR MINIMAL PENALTIES TO THOSE WHO PROVIDE FALSE STATEMENTS TO THE GOVERNMENT. IF ANY INFORMATION IS FOUND TO BE FALSE OR INCOMPLETE, SUCH FINDING MAY BE GROUNDS FOR DENIAL OF THE REQUESTED ACTION.)

39A. SIGNATURE	39B. DATE
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**PART B – PROJECT ADVISOR RECOMMENDATION**

40A. Project Advisor - I agree to sponsor the applicant on this project and provide supervision for the duration of the loan. (Describe how you plan to assist the applicant, such as monthly meetings, financial planning, and management advice.)

40B. Name

40C. Signature

40D. Phone Number

40E. Date

**PART C – PARENT/GUARDIAN RECOMMENDATION**

41A. Parent/Guardian - I recommend the applicant and consent to their participation in this project. I will assist and encourage the applicant to successful completion of the project. (Describe how you plan to assist the applicant, such as reviewing the plan, daily supervision, environmental concerns, communications with FSA, and marketing of production.)

41B. Name

41C. Signature

41D. Date

**PART D – FSA US ONLY**

42A. DATE FORM FSA-2301 RECEIVED

42B. DATE APPLICATION COMPLETE

42C. CREDIT REPORT FEE  
\$

42D. DATE RECEIVED

42E. NAME OF AGENCY OFFICIAL

**NOTE:** 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, as amended (7 USC 1921 et seq.), or other Acts, and the regulations promulgated thereunder, to solicit the information requested on its application forms. The information requested is necessary for FSA 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 Revenue Service, the Department of Justice or other law enforcement agencies, the Department of Defense, the Department of Housing and Urban Development, the 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 (FOIA), to financial consultants, advisors, lending institutions, packagers, agents, and private or commercial credit sources, to collection or servicing contractors, to credit reporting agencies, to private attorneys under contract with FSA or the Department of Justice, to business firms in the trade area that buy chattel or crops or sell them for commission, to Members of Congress or Congressional staff members, or to courts or adjudicative bodies. Disclosure of the information requested is voluntary. However, failure to disclose 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.

According to the Paperwork Reduction Act of 1995, an agency may not conduct or sponsor, and a person is not required to respond to, a collection of information unless it displays a valid OMB control number. The valid OMB control number for this information collection is 0560-0237. The time required to complete this information collection is estimated to average 30 minutes per response, 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 FSA OFFICE.**

The U.S. Department of Agriculture (USDA) prohibits discrimination in all its programs and activities on the basis of race, color, national origin, age, disability, and where applicable, sex, marital status, familial status, parental status, religion, sexual orientation, genetic information, political beliefs, reprisal, or because all or part of an individual's income is derived from any public assistance program. (Not all prohibited bases apply to all programs.) Persons with disabilities who require alternative means for communication of program information ( Braille, large print, audiotape, etc.) should contact USDA's TARGET Center at (202) 720-2600 (voice and TDD). To file a complaint of Discrimination, write to USDA, Director, Office of Civil Rights, 1400 Independence Avenue, SW., Washington, DC 20250-9410, or call (800) 795-3272 (voice) or (202) 720-6382 (TDD). USDA is an equal opportunity provider and employer.



# FACT SHEET

UNITED STATES DEPARTMENT OF AGRICULTURE  
FARM SERVICE AGENCY

August 2009

## Farm Storage Facility Loan Program

### Overview

The U.S. Department of Agriculture (USDA) Farm Service Agency (FSA) Farm Storage Facility Loan Program (FSFL) provides low-interest financing for producers to build or upgrade farm storage and handling facilities. The FSA is authorized to implement the program through USDA's Commodity Credit Corporation (CCC).

### Eligible Facility Loan Commodities

The following commodities are eligible for farm storage facility loans:

- Corn, grain sorghum, rice, soybeans, oats, peanuts, wheat, barley or minor oilseeds harvested as whole grain
- Corn, grain sorghum, wheat, oats or barley harvested as other-than-whole grain
- Pulse crops – lentils, chickpeas and dry peas
- Hay
- Renewable biomass
- Fruits (includes nuts) and vegetables – cold storage facilities

### Eligible Facilities and Upgrades

An FSA farm storage facility loan must be approved

by the local FSA county committee before any site preparation and/or construction can be started.

The following types of facilities and upgrades are eligible for farm storage facility loans:

- New conventional cribs or bins designed and engineered for whole grain storage having a useful life of at least 15 years.
  - New oxygen-limiting structures and remanufactured oxygen-limiting structures built to original manufacturer's specifications and other upright silo-type structures designed for whole grain wet storage having a useful life of at least 15 years.
  - New flat-type storage structures, with permanent floors and bulkheads, designed and primarily used to store whole grain for the loan term.
  - New electrical equipment integral to the proper operation of the grain storage and handling equipment, excluding the installation of electrical service to the electrical meter.
  - New safety equipment, as required by CCC
- and meeting the U.S. Department of Labor's Occupational Safety and Health Administration (OSHA) requirements, such as interior and exterior ladders and lighting.
- New equipment to improve, maintain or monitor the quality of stored grain, such as cleaners, moisture testers, and heat detectors, installed in conjunction with a proposed storage facility.
  - New concrete foundations, aprons, pits, and pads, including site preparation, labor and material, essential to the proper operation of the grain storage and handling equipment.
  - Renovation of existing farm storage facilities, under certain circumstances, if the renovation is for maintaining or replacing items that have a useful life of at least 15 years.
  - New permanently affixed grain handling and grain drying equipment determined by CCC to be needed and essential to the proper operation of a grain storage system (with or without a loan for the storage facility).

- New structures that are bunker-type, horizontal or open silo structures, with at least 2 concrete walls and a concrete floor, designed for whole grain storage or other-than-whole-grain storage and having a useful life of at least 15 years.
- New structures suitable for storing hay built according to acceptable design guidelines and having a useful life of at least 15 years.
- New structures suitable for storing renewable biomass built according to acceptable industry guidelines and having a useful life of at least 15 years.
- New cold storage buildings, including prefabricated buildings, suitable for storing fruits and vegetables having a useful life of at least 15 years. Also may include permanently affixed cooling, circulating, and monitoring equipment and electrical equipment including labor and materials for installation of lights, motors and wiring integral to the proper operation of a cold storage facility.

**Notes:**

1. Scales, portable equipment, used bins, and used equipment are not eligible for financing.

2. Facilities built for commercial purposes and not for the sole use of the borrower(s) are not eligible for financing.

**Eligible Cost Items**

The net cost for building or upgrading farm storage and handling facilities and equipment may include the following:

- Purchase price and sales tax.
- Shipping and delivery charges.
- Site preparation costs.
- Installation costs.
- New material and labor for concrete pads, electrical wiring, and electric motors.
- Off-farm paid labor.
- New on-farm material approved by FSA.
- Attorney or archaeological study fees.

**Eligibility Requirements**

An eligible borrower is any person who is a landowner, landlord, leaseholder, tenant or sharecropper who:

- Produces an eligible facility loan commodity.
- Has a satisfactory credit rating as determined by CCC.
- Demonstrates the ability to repay the debt for the facility loan.
- Possesses no delinquent non-tax federal debt.

- Demonstrates a storage need based on the borrower's three-year-average acreage and share of production, minus any current storage available.
- Provides proof of multi-peril crop insurance from the Federal Crop Insurance Corporation (FCIC) or a private company for the life of the loan.
- Provides proof of all peril insurance and, if applicable, flood insurance with CCC as a loss payee.
- Demonstrates compliance with USDA provisions for highly erodible land and wetlands.
- Demonstrates compliance with the National Environmental Policy Act.
- Demonstrates compliance with any applicable local zoning, land use, and building codes.
- Has not been convicted of a controlled substance violation.

**Security Requirements**

The following are security requirements for farm storage facility loans:

- All loans must be secured by a promissory note and security agreement, as well as a UCC-1 describing the storage facility and



## FACT SHEET

# Farm Storage Facility Loan Program

August 2009

- accompanying equipment; and
- Severance agreements from all lien holders on the real estate where the facility will be located or from owners of real estate when the loan applicant is not the landowner, except when CCC holds the first lien on the real estate. Severance agreements will not be required if the borrower increases the down payment from 15 percent to 20 percent.

For loans that exceed \$50,000 or the borrower's aggregate outstanding loan balance exceeds \$50,000, the borrower must be able to provide at least one of the following:

- A first lien on the real estate on which the facility is located;
- Real estate owned by the borrower other than where the facility is located, provided the real estate offered is sufficient to secure the loan; or
- A letter of credit from a financial institution in an amount sufficient to protect CCC's interest for each year the loan has an outstanding balance.

### Maximum Loan Amount

The maximum loan amount through the Farm Storage

Facility Loan Program is \$500,000 per loan.

### Facility Loan Terms

The following are the terms for farm storage facility loans:

- A 15 percent cash down payment is required; thus, CCC's loan is limited to 85 percent of the net cost of the eligible storage facility and permanent drying and handling equipment (subject to the applicant's storage needs test). The down payment cannot include any trade-in, discount, rebate, deferred payment, or post-dated check.
- Loan terms available are seven (7) years, ten (10) years or twelve (12) years depending on the amount of the loan.
- Interest rate is fixed for the loan term based on the rate in effect during the month the loan is initially approved. The interest rate is equivalent to the rate of interest charged on Treasury Securities of comparable term and maturity.
- Loans are to be repaid in equal amortized installments.
- Loan will not be disbursed until the facility has been erected and inspected with the exception

of one (1) qualifying partial disbursement.

### Cost of Obtaining a Loan

- Each applicant will be charged a nonrefundable \$100 application fee.
- CCC will pay all collateral lien searches and recording fees for filing Form UCC-1 and credit reports.
- Applicants pay all other fees, such as severance agreements, attorney fees, real estate lien search fees, and instrument filing fees.
- For loans over \$50,000, applicants will be required to pay the cost of obtaining a title search/opinion or title insurance.

### Persons Required to Sign the Note

The following persons are required to sign the loan agreement:

- For sole proprietorships and joint ventures, all individuals, including spouses, if applicable.
- For general partnerships, any member unless the Articles of Partnership are more restrictive.
- For corporations and limited partnerships, an individual with signature authority on file with FSA.

## **FACT SHEET**

# **Farm Storage Facility Loan Program**

August 2009

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### **Where to File the Application**

Loan applications should be filed in the administrative FSA Office that maintains the farm's records.

### **More Information**

For more information about FSA programs, contact your local FSA office or USDA Service Center, or visit the World Wide Web at [www.fsa.usda.gov](http://www.fsa.usda.gov)

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**The U.S. Department of Agriculture (USDA) prohibits discrimination in all its programs and activities on the basis of race, color, national origin, age, disability, and where applicable, sex, marital status, familial status, parental status, religion, sexual orientation, genetic information, political beliefs, reprisal, or because all or part of an individual's income is derived from any public assistance program. (Not all prohibited bases apply to all programs.) Persons with disabilities who require alternative means for communication of program information (Braille, large print, audiotape, etc.) should contact USDA's TARGET Center at (202) 720-2600 (voice and TDD). To file a complaint of Discrimination, write to USDA, Director, Office of Civil Rights, 1400 Independence Avenue, SW., Washington, DC 20250-9410, or call (800) 795-3272 (voice) or (202) 720-6382 (TDD). USDA is an equal opportunity provider and employer.**

This form is available electronically.

**CCC-185**  
(08-17-09)

U.S. DEPARTMENT OF AGRICULTURE  
Commodity Credit Corporation

**LOAN APPLICATION AND APPROVAL FOR  
FARM STORAGE AND DRYING EQUIPMENT LOAN PROGRAM**

**FOR COUNTY USE ONLY**

**1. LOAN IDENTIFICATION NUMBER**

A. State Code	B. County Code	C. Loan No.

Privacy Act Statement on Page 2

2A. Name and Address of Loan Applicant (Including ZIP Code)

2B. Tax Identification Number (last 4 digits)

2C. Telephone Number (Including Area Code)

3A. Requested Loan Amount \$	3B. Requested Loan Term

4. Purpose of Loan (For example, loan to purchase, construct, erect, install or remodel the farm storage facility.)

5. Facility Equipment described in Item 4 needed for the storage, drying, or handling of the estimated production of the listed commodities on the farm.

A. Farm Number	B. Commodities	C. Acres	D. Yield Per Acre	E. Total Production for Each Commodity (Item 5C times Item 5D = Item 5E)
		X	=	
		X	=	
		X	=	
		X	=	
		X	=	
		X	=	
F. Total Production from Item 5E.				
G. Total Estimated Production Times Applicable Years				
H. Existing Capacity				
I. Additional Capacity Needed				
J. Capacity of Proposed Storage Structure Described in Item 4.				
K. Eligibility and Proration Indicator (Item 5I minus Item 5J)				

8. Date Facility Equipment Purchased or Tentative Purchase Date (MM-DD-YYYY)

7. Name of Company Where Facility Equipment Was Purchased

9. Date Facility Equipment Erected or Installed or Tentative Date to Erect or Install (MM-DD-YYYY)

9. Name of Company That Erected or Installed the Facility Equipment

10. Date Facility Equipment Was/Will Be Delivered to the Farm (MM-DD-YYYY)

11. Location of Real Estate on Which Facility Equipment Was/Will Be Erected or installed

2A. Name of Owner of Real Estate in Item 11 (If Other than Applicant)

12B. Lien Information (Name of Person Having a Lien or Interest in the Real Estate.)

**3. APPLICANT'S CERTIFICATION**

The Applicant certifies that the statements made on this application are true, complete and correct to the best of the applicant's knowledge and belief, and made in good faith to obtain a loan. Section 1001 of Title 18, United States Code provides for criminal penalties to those who provide false statements on loan applications. Applicants are aware that credit reports will be requested on all applicants and co-applicants.

Are you or any co-applicant delinquent on any federal non tax debt? (If YES, provide details in the remarks)  Yes  No

Signature of Applicant

B. Date of Application (MM-DD-YYYY)

Signature of Co-applicant

D. Date of Application (MM-DD-YYYY)

**4. CCC APPROVAL**

*Each loan is approved by CCC for the approximate amount shown in Item 14A below, but not to exceed the amount authorized in the program regulations. Each loan shall be repayable in the number of equal annual installments shown in Item 14B. This approval shall become null and void 4 months after the date hereof unless the loan funds have been disbursed or this approval has been extended in writing by the State or County Committee. Loan funds shall not be disbursed until property has been erected or installed and inspected and approved in accordance with program regulations.*

A. Loan Amount Approved By CCC Pending Funding	B. Number of Loan Installments	C. Final Loan Approval Expiration Date (MM-DD-YYYY)	D. Date CCC Contacted Loan Applicant of Final Expiration Date (MM-DD-YYYY)
5. Signature of CCC Representative		Date (MM-DD-YYYY)	
3A. FSA County Office Name and Address (Including ZIP Code):          3B. Telephone Number (Including Area Code):		17. Security Required: When loan approved, enter type of security that approving committee is requiring (UCC or chattel mortgage or 1 <sup>st</sup> lien. Enter size of tract covered by lien, if required).	
6. Remarks			

**NOTE:** The following statement is made in accordance with the Privacy Act of 1974 (5 USC 552a - as amended). The authority for requesting the information identified on this form is 7 CFR Part 1436, Commodity Credit Corporation Charter Act (15 U.S.C. 714 et seq.), and the Food, Conservation, and Energy Act of 2008 (Pub. L. 110-246). The information will be used to determine eligibility for CCC financing for farm storage and drying equipment. The information collected on this form may be disclosed to other Federal, State, Local government agencies, Tribal agencies, and nongovernmental entities that have been authorized access to the information by statute or regulation and/or as described in applicable Routine Uses identified in the System of Records Notice for USDA/FSA-14, Applicant/Borrower. Providing the requested information is voluntary. However, failure to furnish the requested information will result in a determination of ineligibility for CCC financing under the Farm Storage And Drying Equipment Loan Program.

This information collection is exempted from the Paperwork Reduction Act as it is required for the administration of the Food, Conservation, and Energy Act of 2008 (see Pub. L. 110-246, Title I, Subtitle F-Administration).

The provisions of criminal and civil fraud, privacy and other statutes may be applicable to the information provided. **RETURN THIS COMPLETED FORM TO YOUR COUNTY FSA OFFICE.**

U.S. Department of Agriculture (USDA) prohibits discrimination in all its program and activities on the basis of race, color, national origin, age, disability, where applicable, sex, marital status, familial status, parental status, religion, sexual orientation, genetic information, political beliefs, reprisal, or because a part of an individual's income is derived from any public assistance program. (Not all prohibited bases apply to all programs.) Persons with disabilities who require alternative means for communication of program information (Braille, large print, audiotape, etc.) should contact USDA's TARGET Center at (202) 725-2600 (voice and TDD). To file a complaint of Discrimination, write to USDA, Director, Office of Civil Rights, 1400 Independence Avenue, SW., Washington, 20250-9410, or call (800) 795-3272 (voice) or (202) 720-6382 (TDD). USDA is an equal opportunity provider and employer.

This form is available electronically.

CCC-185  
(08-17-09)

U.S. DEPARTMENT OF AGRICULTURE  
Commodity Credit Corporation

FOR COUNTY USE ONLY

LOAN APPLICATION AND APPROVAL FOR  
FARM STORAGE AND DRYING EQUIPMENT LOAN PROGRAM

1. LOAN IDENTIFICATION NUMBER

A. State Code	B. County Code	C. Loan No.
99	999	2010/00001

Privacy Act Statement on Page 2

2A. Name and Address of Loan Applicant (Including ZIP Code)

John Q. Farmer  
111 County Road C2  
Town, State 12345

2B. Tax Identification Number (last 4 digits)  
0001

2C. Telephone Number (Including Area Code)  
123-456-7890

3A. Requested Loan Amount  
\$ 60,000.00

3B. Requested Loan Term  
7

4. Purpose of Loan (For example, loan to purchase, construct, erect, install or remodel the farm storage facility.)

To purchase and construct a 50,000 bushel grain storage bin with aeration floor and grain spreader.

5. Facility Equipment described in Item 4 needed for the storage, drying, or handling of the estimated production of the listed commodities on the farm.

A. Farm Number	B. Commodities	C. Acres	D. Yield Per Acre	E. Total Production for Each Commodity (Item 5C times Item 5D = Item 5E)
350	corn	300 X	100 =	30,000
790	corn	200 X	100 =	20,000
350	soya	100 X	40 =	4,000
790	soya	100 X	40 =	4,000
		X	=	
		X	=	
		X	=	
F. Total Production from Item 5E.				58,000
G. Total Estimated Production Times Applicable Years				116,000
H. Existing Capacity				40,000
I. Additional Capacity Needed				76,000
J. Capacity of Proposed Storage Structure Described in Item 4.				50,000
K. Eligibility and Proration Indicator (Item 5I minus Item 5J)				26,000

6. Date Facility Equipment Purchased or Tentative Purchase Date (MM-DD-YYYY)  
09-10-10

7. Name of Company Where Facility Equipment Was Purchased  
The Bin Company

8. Date Facility Equipment Erected or Installed or Tentative Date to Erect or Install (MM-DD-YYYY)  
09-10-10

9. Name of Company That Erected or Installed the Facility Equipment  
The Bin Company

10. Date Facility Equipment Was/Will Be Delivered to the Farm (MM-DD-YYYY)  
09-10-10

11. Location of Real Estate on Which Facility Equipment Was/Will Be Erected or installed  
NW 1/4 Sec 16 Jones Twp; 2 miles west of town

12A. Name of Owner of Real Estate in Item 11 (If Other than Applicant) Same

12B. Lien Information (Name of Person Having a Lien or Interest in the Real Estate)  
Federal Land Bank

3. APPLICANT'S CERTIFICATION

The Applicant certifies that the statements made on this application are true, complete and correct to the best of the applicant's knowledge and belief, and made in good faith to obtain a loan. Section 1001 of Title 18, United States Code provides for criminal penalties to those who provide false statements on loan applications. Applicants are aware that credit reports will be requested on all applicants and co-applicants.

Are you or any co-applicant delinquent on any federal non tax debt? (If YES, provide details in the remarks)  Yes  No

A. Signature of Applicant

B. Date of Application (MM-DD-YYYY)  
09-01-10

Signature of Co-applicant

D. Date of Application (MM-DD-YYYY)

**14. CCC APPROVAL**

*A loan is approved by CCC for the approximate amount shown in Item 14A below, but not to exceed the amount authorized in the program regulations. Such loan shall be repayable in the number of equal annual installments shown in Item 14B. This approval shall become null and void 4 months after the date hereof unless the loan funds have been disbursed or this approval has been extended in writing by the State or County Committee. Loan funds will not be disbursed until property has been erected or installed and inspected and approved in accordance with program regulations.*

A. Loan Amount Approved By CCC Pending Funding	B. Number of Loan Installments	C. Final Loan Approval Expiration Date (MM-DD-YYYY)	D. Date CCC Contacted Loan Applic Final Expiration Date (MM-DD-YY)
15. Signature of CCC Representative		Date (MM-DD-YYYY)	
16A. FSA County Office Name and Address (Including ZIP Code.)		17. Security Required: When loan approved, enter type of security that approving committee is requiring (UCC or chattel mortgage or 1 <sup>st</sup> lien. Enter size of tract covered by lien, if required).	
16B. Telephone Number (Including Area Code):			
18. Remarks			

**NOTE:** The following statement is made in accordance with the Privacy Act of 1974 (5 USC 552a - as amended). The authority for requesting the information identified on this form is 7 CFR Part 1436, Commodity Credit Corporation Charter Act (15 U.S.C. 714 et seq.), and the Food, Conservation, and Energy Act of 2008 (Pub. L. 110-246). The information will be used to determine eligibility for CCC financing for farm storage and drying equipment. The information collected on this form may be disclosed to other Federal, State, Local government agencies, Tribal agencies, and nongovernmental entities that have been authorized access to the information by statute or regulation and/or as described in applicable Routine Uses identified in the System of Records Notice for USDA/FSA-14, Applicant/Borrower. Providing the requested information is voluntary. However, failure to furnish the requested information will result in a determination of ineligibility for CCC financing under the Farm Storage And Drying Equipment Loan Program.

This information collection is exempted from the Paperwork Reduction Act as it is required for the administration of the Food, Conservation, and Energy Act of 2008 (see Pub. L. 110-246, Title I, Subtitle F-Administration).

The provisions of criminal and civil fraud, privacy and other statutes may be applicable to the information provided. **RETURN THIS COMPLETED FORM TO YOUR COUNTY FSA OFFICE.**

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# FACT SHEET

UNITED STATES DEPARTMENT OF AGRICULTURE

August 2010

## Conservation Loan Program (CL)

### Overview

The U.S. Department of Agriculture's Farm Service Agency (FSA) makes and guarantees conservation loans to promote conservation on farms and ranches throughout the United States to conserve our natural resources.

Many farmers who need and want to implement conservation measures on their land do not have the "up front" funds available to implement these practices.

The goal of FSA's Conservation Loan (CL) program is to provide farmers access to credit to implement these practices.

Unlike FSA's traditional farm ownership and operating loan programs that are targeted toward smaller and less financially established farmers, eligibility requirements are expanded to permit the agency to provide assistance to some applicants who may be large and financially strong.

### FSA Conservation Loan Program

CL funds can be used to implement a conservation practice approved by the Natural Resources and Conservation Service (NRCS), such as to reducing soil erosion, improving water quality and promoting sustainable and organic agricultural practices. This would include installation of conservation structures; establishment of forest cover; installation of water conservation measures; establishment or improvement of permanent pastures; transitioning

to organic production; manure management, including manure digestion systems; adaptation of other emerging or existing conservation practices, techniques or technologies.

Interested applicants who do not already have NRCS-approved conservation plans should work with the local NRCS staff to develop a conservation plan, including all applicable conservation practices. New or existing conservation plans must be NRCS approved before FSA can provide financing.

### Rates and Terms

Those interested may apply for direct CLs with loan limits up to \$300,000 at local FSA offices. In addition, guaranteed CLs up to \$1,112,000 (amount adjusted for inflation), may be available by applying with lenders working with FSA to obtain a guarantee.

Interest rates on guaranteed CLs will vary, but may not exceed the rate charged the lender's average farm customer. For direct CLs, the interest rate will be the direct loans rate in effect (for farm ownership loans) either at the time of loan approval, or loan closing. These rates are available at the local FSA office.

Terms will vary and will be based on the life of the security offered, but not to exceed 20 years for real estate security and seven years for chattel property. CLs must be fully secured and can only be approved for those who have the

ability to repay them.

### Streamlined CLs

For those applicants with a strong financial position, paperwork requirements can be significantly reduced. The streamlined application process reduces paperwork for applicants, lenders and FSA staff by eliminating the requirement to provide a cash flow and its supplementary documentation.

To submit a streamlined CL application, the applicant must: be current on payments to all creditors; have a debt-to-asset ratio of 40 percent or less; have a minimum Fair Isaac Corporation (FICO) score of 700; have a net worth of at least 3 times the loan amount; and not have received FSA loan servicing within the past five years.

# FACT SHEET

## Conservation Loan Program (CL)

August 2010

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### For More Information and Eligibility Criteria

Additional information may be obtained at local FSA offices or through the FSA website at [www.fsa.usda.gov](http://www.fsa.usda.gov).

**The U.S. Department of Agriculture (USDA) prohibits discrimination in all its programs and activities on the basis of race, color, national origin, age, disability, and where applicable, sex, marital status, familial status, parental status, religion, sexual orientation, genetic information, political beliefs, reprisal, or because all or part of an individual's income is derived from any public assistance program. (Not all prohibited bases apply to all programs.) Persons with disabilities who require alternative means for communication of program information (Braille, large print, audiotape, etc.) should contact USDA's TARGET Center at (202) 720-2600 (voice and TDD). To file a complaint of Discrimination, write to USDA, Director, Office of Civil Rights, 1400 Independence Ave. SW, Washington, DC 20250-9410, or call (800) 795-3272 (voice) or (202)**





# FarmLoanPrograms

FARM SERVICE AGENCY



# Farm Loan Programs Briefing

## Program Mission

To serve as a temporary source of credit and technical support to rural Americans for improving their farming enterprises until they are able to qualify for private sector resources.

“Lender of First Opportunity”

# FSA Farm Loan Programs

This presentation covers:

- Summary of the FSA Loan Portfolio
- What kind of loans are available
- What are the qualifications to get a loan
- How the application process works
- Suggestions if you have difficulty qualifying



# Farm Loan Program Briefing

## Direct and Guaranteed Loans

### Direct Loans

- Available to farmers who are temporarily unable to obtain credit with commercial lenders.
- FSA makes and services direct loans, providing supervised credit.

### Guaranteed Loans

- FSA guarantees qualified loans through commercial lenders for up to 95 percent of the loan amount.
- The lender makes and services the loan.
- Combined financing is also available

# Farm Loan Program Briefing

## Program Portfolio and Scope

- 68,000 direct borrowers-\$6.5 Billion
- 33,000 guaranteed borrowers-\$9.2 Billion
- FY 2009 Loan activity- Over \$4.4 billion of credit to 34,200 applicants
- FY 2010 Loan activity to date- \$4.4 billion to 29,995 applicants



# Farm Loan Program Briefing

## Direct Loan Program Information

Loan Program	Maximum Loan Amount	Use of Proceeds	Rates and Terms*
<b>Direct Farm Ownership (FO)</b>	\$300,000	<ul style="list-style-type: none"><li>• Purchase farm</li><li>• Construct buildings or other improvements</li><li>• Soil &amp; water conservation</li><li>• Pay closing costs</li></ul>	<ul style="list-style-type: none"><li>• Term: Up to 40 years</li><li>• Interest rate: based on Agency borrowing costs</li><li>• Temporary limited resource interest rate available</li></ul>
<b>Direct Operating (OL)</b>	\$300,000	<ul style="list-style-type: none"><li>• Purchase livestock, poultry, equipment, feed, seed, farm chemicals and supplies</li><li>• Soil &amp; water conservation</li><li>• Refinancing indebtedness</li></ul>	<ul style="list-style-type: none"><li>• Term: 1 to 7 years</li><li>• Interest Rate: based on Agency borrowing cost</li><li>• Temporary limited resource interest rate available</li></ul>



# Farm Loan Program Briefing

## Direct Loan Program Information

Loan Program	Maximum Loan Amount	Use of Proceeds	Rates and Terms*
Direct Emergency (EM)	\$500,000	<ul style="list-style-type: none"><li>• 100% actual or physical losses including: all or part of production costs associated with the disaster year; and costs to restore or replace essential property</li></ul>	<ul style="list-style-type: none"><li>• Non-Real Estate Term: 1 to 7 years</li><li>• Real Estate Term: Up to 40 years</li><li>• Interest Rate: 3.75%</li></ul>
Downpayment Program	\$225,000	<ul style="list-style-type: none"><li>• Purchase farm</li></ul>	<ul style="list-style-type: none"><li>• Min. Downpayment: 5%</li><li>• Term: 20 years</li><li>• Interest rate: Direct FO rate less 4% with a floor of 1.5%</li></ul>



# Farm Loan Program Briefing

## Guaranteed Loan Program Information

Loan Program	Maximum Loan Amount	Use of Proceeds	Rates and Terms**
<b>Guaranteed Farm Ownership (FO)</b>	\$1,112,000 *	<ul style="list-style-type: none"><li>• Same as Direct FO loan, except the loan may be used to refinance debts</li></ul>	<ul style="list-style-type: none"><li>• Term: Up to 40 years</li><li>• Interest rate: Not to exceed lender's average rate charged to agricultural loan customers</li></ul>
<b>Guaranteed Operating (OL)</b>	\$1,112,000 *	<ul style="list-style-type: none"><li>• Same as Direct OL loan, except the loan may be used to refinance debts</li></ul>	<ul style="list-style-type: none"><li>• Term: From 1 to 7 years</li><li>• Interest rate: Not to exceed lender's average rate charged to agricultural loan customers</li><li>• Interest Assistance: reduces rate by 4%</li></ul>





# Farm Storage Facility Loan

- **FSFL Program**

- Provides low interest financing for producers to build or upgrade farm storage and handling facilities to store the commodities they produce.

- **Eligible Commodities**

- Grains
- Oilseeds
- Pulse crops
- Rice
- Peanuts
- Hay
- Renewable Biomass
- Fruits and Vegetables (Cold Storage)



# Farm Storage Facility Loan

- **Loan Amounts**
  - Maximum loan amount of \$500,000
  - Only one FSFL allowed on a stand alone structure
- **Loan Process**
  - Borrower must meet eligibility requirements
    - Producer of FSFL commodity
    - Demonstrates need & repayment ability
  - COC or STC approval required before any construction can begin
  - One partial disbursement & final disbursement available
- **Annual Payments**
  - Equal annual installments of principal and interest amortized over loan term

# Farm Loan Program Briefing

## Breaking Through Barriers for Socially Disadvantaged Farmers (SDA)

FSA encourages the participation of SDA farmers in its Loan Programs.

- FSA targets a portion of its direct and guaranteed farm ownership (FO) and operating loan (OL) funds to SDA farmers.
- SDA groups are: American Indians or Alaskan Natives, Asians, Blacks or African Americans, Native Hawaiians or other Pacific Islanders, Hispanics and women.



# Farm Loan Program Briefing

## Breaking Through Barriers for Socially Disadvantaged Farmers

### SDA Lending Activity

FY 2007	\$296.7 million
FY 2008	\$379.5 million
FY 2009	\$407.4 million

# How to Get and Make an FSA Loan Application

Applications can be obtained at:

- FSA office
- FSA website at <http://www.fsa.usd.gov>
- eGov's website at <http://www.sc.egov.usd.gov>

# How to apply for a loan

## Guaranteed-

- Contact a lender that makes farm loans
- The local FSA office can give you a list of lenders that make guaranteed loans

## Direct-

- Obtain application form and related information from local office or download from internet
- Gather other information you will need- financial records, production history, and similar information

# How to apply for a direct loan

## Information you will need-

- application
- Financial and production information
  - 3 years of tax returns
  - 3 years of production information
- List of creditors- names, addresses, account numbers

# How to apply for a direct loan

## Information you will need (continued)-

- Written description of farming experience
- Evidence you cannot obtain commercial credit
- Verification of any off-farm employment/income
- Credit report



# Applications

If the application is incomplete:

Within 10 days the applicant will get a detailed letter advising them what is needed to make the application complete and give them 20 days to provide the requested information

# Applications

If after 20 days the application is still incomplete, an additional letter will be sent providing for an additional 10 days to provide the requested information.

If not received the application is withdrawn

# FSA Farm Loan Programs

## Two Step Process- Eligibility and Feasibility

- Eligibility
  - You meet the requirements set out in the law and government policies
- Feasibility
  - A realistic business plan indicates you can repay the loan; appraisals indicate there will be enough collateral for the loan

## Program Eligibility Requirements

**Direct and guaranteed loan applicants must:**

- Be the owner-operator, or tenant-operator, of a family farm
  - All management decisions
  - Substantial amount of the labor required
  - Recognized in the community as a family farm
  - FSA maximum credit amounts can provide a substantial amount of the total credit needed

# Participated in the business operations of a farm

- Significant responsibility for day-to-day management decisions, such as:
  - Culling livestock
  - Selection of crop varieties
  - Whether to repair or replace equipment
  - When to plant/spray/harvest
- Worked as hired farm manager (not just unskilled labor)
- Operated own farm
- Filing a schedule F is NOT a requirement unless operated own farm

# Eligibility

- Be unable to obtain sufficient credit elsewhere
- Be a citizen or a legal resident alien
- Possess legal capacity to incur the loan obligation
- Be creditworthy
- Have necessary experience

# FSA Farm Loan Programs

How can you be creditworthy, yet unable to get credit elsewhere?

Cannot meet lender financial standards

- Not enough equity
- No downpayment
- Not enough experience
- No credit history

# FSA Farm Loan Programs

## Credit Worthiness

Have you paid debts as agreed?

If not,

- was the reason beyond your control?  
(medical bills, accident, weather, etc.)
- Has the cause been dealt with or resolved?





# Eligibility

- Not be delinquent on federal debt
- Not have caused the agency a loss by receiving debt forgiveness (some exceptions)
- Not have been convicted of planting, cultivating, growing, producing, harvesting, or storing a controlled substance within the last five years

# Training/Experience/Education Requirements

Education and experience may be combined to meet the requirement

College degree in Ag or related field qualifies

Experience requires 1 year's production and marketing cycle operating or managing a farm.

Being raised on a farm may qualify.

# Feasibility

For FSA to make a farm loan:

- The applicant must meet the eligibility criteria
- There must be adequate collateral for the loan
- Loan funds must be used for authorized purposes
- A realistic business plan must project that the loan can be repaid (projected income exceeds projected expenses)

# Requirements of a Farm Plan

- Financial statement based on current values and accurate reflection of debts owed
- Yield/production projections based on three-year history (unless impacted by disaster)
- Projected price based on current economic forecasting
- Expenses based on three year history

# Develop a business plan

- Where are you now
- One or more years cash flow projections
- What are your goals?
  - 1 year
  - 5 years
  - Longer term
- Plan to achieve goals

# FSA Farm Loan Programs

If you need help-

- Ask FSA Farm Loan Staff, they will help you with the application and business planning process
- Use other experts-
  - Extension Service
  - Farm Advisors
  - State Farm-Link Programs
  - Other state or community organizations

# What to do if your loan is denied

- Discuss the decision with the loan officer
  - Seek alternatives that might change the decision, now or in the future
- Ask for reconsideration of the decision
  - Present new or additional information to address basis for denial
- Appeal

# What to do if your loan is denied- Eligibility

May just need documentation, or may take actions over time

- Credit
  - Correct credit report
  - Build better credit record
- Experience
  - Affidavits to support
  - Get training/experience
- Other
  - Save down payment
  - Change entity structure



# What to do if your loan is denied- Feasibility

Do some “what if’s”-

- Alternative plan with different enterprise mix
- Obtain or increase non-farm income
- Would a smaller operation be viable, at least to start?
- Is leasing or renting, rather than buying assets, cheaper/practical?
- Partner with someone or swap labor for use of equipment

# More Information

## Where to get more information

- On the web <http://www.fsa.usda.gov>
  - Fact sheets on FSA farm loan and other programs
  - Download and complete loan application and other forms
- Contact local FSA office