



# Ukiah Natural Foods Co-op Local Farm Loan Application

## 1. Contact Information

Applicant Name	
Name of Farm	
Physical Address of Farm	
Mailing Address	
Phone	
E-mail	
Website	

## 2. Farming Information

How long have you been farming as a professional?	
How long have you farmed in Mendocino and/or Lake County?	
How many acres is your farm?	
How many acres are in production?	
What food crops or livestock does your farm produce?	
Check any of the certifications and/or farming practices that you utilize:	<input type="checkbox"/> No Spray (do not utilize pesticide or herbicide spray other than insecticidal soaps and essential oils) <input type="checkbox"/> No Till <input type="checkbox"/> On Farm Compost <input type="checkbox"/> Off Farm Compost <input type="checkbox"/> Biodynamic Certified <input type="checkbox"/> Organic Certified (CCOF, USDA, Renegade) <input type="checkbox"/> Other:
Check any markets that you sell to:	<input type="checkbox"/> Farmers Markets <input type="checkbox"/> Community Supported Agriculture (CSA) <input type="checkbox"/> Grocery Stores <input type="checkbox"/> Restaurants <input type="checkbox"/> Direct to Customers <input type="checkbox"/> Mendo Lake Food Hub <input type="checkbox"/> Other:
How many people are employed at the farm? Include yourself and any	_____ (List number) Full Time _____ (List number) Part Time

family members	
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**3. Financial Information:** *If you have a current Profit and Loss Statement, please attach it. You may skip any questions that are covered in that document. **Please note:** the following questions are intended to give us an idea about the financial resources and support systems of farm businesses so that our organization can make educated decisions about the financial need of each business. All information is kept confidential.*

What was your estimated gross farm income for 2020?	
What is your estimated total farm/ranch expenses for 2020?	
What was your gross farm income in 2019?	
What was your total farm/ranch expenses in 2019?	
What was your total reported household income for 2019?	
Of the total current investment in your agricultural operation, if there were significant investments in your operation (land, equipment and stock) from outside sources (family, bank loans, income from off-farm jobs) please <b>estimate</b> how much of the investment in your current operation originated from each source.	Source: _____ Percentage: _____ Source: _____ Percentage: _____ Source: _____ Percentage: _____ Source: _____ Percentage: _____ Source: _____ Percentage: _____
Is your agricultural production your predominant source of income? If not, please briefly describe your overall income sources.	
Do you work off-farm? If so, please describe.	
Do you have any other assets or sources of income? Please describe:	
Do you have any outstanding loans or pending loan applications? If so, what are the repayment terms? Have you been awarded any grants? If so, please provide an outline of the award and purpose.	

**4. Land Access**

Do you own or lease the land that you farm?	___ Own ___ Lease
If you lease, how many years is your current lease? Please provide a copy of the lease document.	
If you neither own nor lease the land where you farm, please describe the arrangement that you have:	
How long have you been farming at this location?	
<b><i>For Lessees Only</i></b>	
Landowner Name:	
Landowner Phone:	
May we contact the landowner?	
<i>Please attach a brief letter of support from the landowner for this project.</i>	

***Please provide brief narrative responses (one or two complete paragraphs per question) for the following questions, attaching additional pages as needed.***

**5. Please describe the general purpose and scope of your agricultural operation. Include your business plan and long-term goals.**

**6. If you are not currently, is your goal to become a full-time farmer? If so, briefly describe how you plan to grow your farm to achieve that goal, and the time frame you are aiming for. If not, please explain how your agricultural operation fits into your long-term professional plans.**

**6a. Do you expect that the project will result in the addition of any full or part time employees to your current agricultural operation? If so, please describe.**

**7. Describe the proposed project.** Please summarize the project, equipment, budget, location, how the loan money will be allocated, and intended impacts of the project. If some items are essential for your success and others are not, please indicate the relative importance of your different requests.

**8.** Use the following table to lay out your project needs and budget projections point by point, using bullet points or numbers for clarity.

Budget Category	Calculation (quantity and unit cost)	Amount
<b>Personnel</b>		
<b>Supplies</b>		
<b>Equipment</b>		
<b>Other</b>		
<b>TOTAL REQUEST</b>		

**8.b Partial Funding**

*If Ukiyah Natural Foods is only able to partially fund your request please identify which components of the proposal are most important to your operation that could be implemented independently and provide the associated cost of those components.*

**9. What is the timeline for your project?** Complete the following table, beginning with the date of the loan and extending for the length of the loan payback period. Include all proposed activities associated with the project. Add additional lines as needed.

Task or activity	Completed by:

**9. Please describe your financial objectives.** Provide 1-2 paragraphs. Describe your farm’s current financial situation and how obtaining this loan will specifically improve your stability and further your goals. What positive impacts to the viability of your agricultural operation do you expect to see as a result of the project?

**10. How will you measure the success of this project? If awarded the loan, how would you demonstrate and quantify progress, completion, and success?**

**11. Specifically how will the local community benefit (e.g. diversity of local food options, improved price point for local food choices, expanded retail selection or extended seasons for specific local foods, etc.) if your loan is approved?**

**12. What are the practices you use on your farm that are environmentally beneficial?**

**13. If any, describe other resources that you have or will be seeking to complete the project (i.e. volunteer labor, farm loans, other grants, equipment share, etc.)**

**14. Please list three professional references:**

*Family members are excluded as references.*

<b>Name</b>	
<b>Position</b>	
<b>Address</b>	
<b>Phone</b>	
<b>Email</b>	
<b>Relationship</b>	

<b>Name</b>	
<b>Position</b>	
<b>Address</b>	
<b>Phone</b>	
<b>Email</b>	
<b>Relationship</b>	

<b>Name</b>	
<b>Position</b>	
<b>Address</b>	
<b>Phone</b>	
<b>Email</b>	
<b>Relationship</b>	

**15. Please attach the following documentation:**

- Certified Producer Certificate
- For Lessees Only: Letter of Support from landowner
- For Lessees Only: Copy of Lease document
- 2019 and 2020 Profit and Loss Statement (If Available)

**Applications are due on or before January 10<sup>th</sup>, 2021 and can ONLY be submitted via email to [board@ukiahcoop.com](mailto:board@ukiahcoop.com).**

**16. If my application receives a loan from Ukiah Natural Foods, I agree to provide Ukiah Natural Foods with documentation of my loan-funded project including providing photos and descriptions of the use of the loan. Photographs and descriptions of projects may be featured on the Ukiah Natural Foods website and in marketing materials produced by Ukiah Natural Foods.**

Name:	Date:
Signature:	

**17. I certify that the information provided on this application is accurate.**

Name:	Date:
Signature:	