



**“Promoting Innovation in Maryland Agricultural and Resource-Based Business”**

**Application for the Maryland Vineyard/Hopyard/Orchard Planting Loan Fund**

*\* Now includes financing for tree fruit orchards and hopyards \**

**Program Description**

The Maryland Vineyard/Hopyard/Orchard Planting Loan Fund has been established by MARBIDCO to help meet the unique financing needs of Maryland’s rural landowners wanting to plant grapes and develop wineries. Vines typically take 3-4 years to produce their first commercial crop, with additional years to reach full maturity. Also eligible for financing under this program is the planting of tree fruit orchards or hopyards. The program makes available low-interest loans of at least \$15,000 to qualified applicants. A major aim of this program is to increase the acreage of viable commercial vineyards and tree fruit orchards in Maryland. Another objective of this program is to complement the financial services offered by private commercial lenders by helping to make rural enterprise financing both available and affordable. This program is supported by the Maryland Wineries Association & the Maryland Grape Growers Association.

The requested financial assistance from MARBIDCO must relate to the installation of new vineyards, tree fruit orchards, or hop yards including, but not limited to, the prepping of land for plant installation, and purchase of vines or trees, equipment, and supplies. The purchase of tractors, pick-up trucks, and wine-making equipment are not eligible for financing under this particular program but are eligible for financing under other MARBIDCO programs including the MRBIFF and Rural Business Working Capital Loan Programs (for more information please visit [www.marbidco.org](http://www.marbidco.org)).

Each loan application will be reviewed for financial viability by a panel of agricultural lenders at MARBIDCO, and operational, viticultural, and/or enological viability by members of the wine/grape industry’s viticulture committee (or other appropriate university experts). MARBIDCO will make and service all loans, and all loans must be fully collateralized. Borrowers have some flexibility in choosing the loan repayment terms that best fit their needs. Applications are reviewed as they are received and typically take 3-4 weeks to process. Applications that are submitted which are not complete will delay the review process.

**Loan Terms and Conditions**

Maximum Loan Amount:	\$15,000 to \$100,000
Equity Requirement:	Typically 10% of a project’s total cost, but grant funds can also qualify.
MARBIDCO Interest Rate:	<b><i>Option 1 -- Adjustable Interest and Principal Payments:</i></b> 5.00% for the first three years, then adjusting to 6.25% for the balance of the loan term. <b><i>Option 2 – Interest-Only Payments for First Three Years; P&amp;I Thereafter:</i></b> 6.25% during the entire term of the loan, but the borrower may elect to make interest-only payments during the first 3 years.
Loan Origination Fee:	1% of the loan amount.
Loan Term:	Maximum of 10 years.
Commercial Lender Participation:	A commercial lender must participate in the application process by providing a letter of referral. An attachment to be completed by a financial institution describing current loan obligations is found at the end of this application form.
Personal Guarantee:	Required. All loans made to a business entity must be personally guaranteed by the owners of the business.
Application Submission Process:	All applications must be originated by the applicant. Cooperative extension agents, Maryland Forest Service, county agricultural marketing officials, and other business professionals may assist in the development of applications. Applications are processed as they are received.
Send Completed Applications to:	MARBIDCO Loan Programs, 1410 Forest Drive, Suite 21, Annapolis, MD 21403

**SECTION 1: APPLICANT INFORMATION**

Business/Farm Name \_\_\_\_\_

Business Address \_\_\_\_\_ County \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

Contact Person \_\_\_\_\_ Title \_\_\_\_\_

Work Telephone \_\_\_\_\_ E-mail \_\_\_\_\_

Home Telephone \_\_\_\_\_ Mobile Phone \_\_\_\_\_

**LOAN REQUEST INFORMATION**

**Total Amount Requested from MARBIDCO:** \_\_\_\_\_ **Term Requested:** \_\_\_\_\_

**Repayment Method (circle one):** monthly      quarterly      annually

**Interest Rate Option (circle one):** Option 1      Option 2

Use of Funds	Amount
	\$
	\$
	\$
	\$
	\$

**Other Sources of Equity and/or Matching Funds:**

Source	Amount
	\$
	\$
Total	\$

**COLLATERAL**

*(List all collateral that can be used as security for the loan and any other lien holders on each item of collateral.)*

Collateral	Value	Lien Holders	Amount Owed
	\$		\$
	\$		\$
	\$		\$
	\$		\$

**BUSINESS STRUCTURE**

Year & State Established/Incorporated \_\_\_\_\_

Corporation  Partnership  Proprietorship  LLC      SIC/NAICS Code \_\_\_\_\_

**VETERAN STATUS (Home Town Heroes Interest Rate Reduction Incentive)**

1. Are you a U.S. military veteran who has received an “Honorable” or “General (Under Honorable Conditions)” discharge; OR are you an active duty military personnel currently serving in any branch of the United States military? YES | NO

2. Do you have at least 50% ownership and management control of the agribusiness and/or farming operation? YES | NO

If yes to both questions above please provide evidence, either by providing a letter of support from your commanding officer or designated representative attesting to your characterization of service, OR by submitting a Department of Defense Form DD-214, to receive the Home Town Hero Interest Rate Reduction of 0.25% (25 basis points).

**SECTION 2: PROJECT INFORMATION**

**BRIEF DESCRIPTION OF PROJECT, INCLUDING THE JUSTIFICATION FOR MARBIDCO FINANCING**

*(Include details on any land or equipment to be purchased and any labor that will likely be needed.)*

**EMPLOYMENT DATA**

# of full-time jobs current \_\_\_\_\_ # of NEW full-time jobs projected within 36 months \_\_\_\_\_

# of part-time jobs current \_\_\_\_\_ # of NEW part-time jobs projected within 36 months \_\_\_\_\_

**PROJECT ADVISOR(S) (If Applicable)**

1-Name \_\_\_\_\_ Title \_\_\_\_\_

Institution/Firm \_\_\_\_\_

Work Telephone \_\_\_\_\_ E-mail \_\_\_\_\_

2-Name \_\_\_\_\_ Title \_\_\_\_\_

Institution/Firm \_\_\_\_\_

Work Telephone \_\_\_\_\_ E-mail \_\_\_\_\_

**SECTION 3: MANAGEMENT/OWNERSHIP**

1-Name \_\_\_\_\_ Title \_\_\_\_\_

Social Security # \_\_\_\_\_ Date of Birth \_\_\_\_\_ % Ownership \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_

State \_\_\_\_\_ Zip Code \_\_\_\_\_ Telephone \_\_\_\_\_ Email \_\_\_\_\_

2- Name \_\_\_\_\_ Title \_\_\_\_\_

Social Security # \_\_\_\_\_ Date of Birth \_\_\_\_\_ % Ownership \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_

State \_\_\_\_\_ Zip Code \_\_\_\_\_ Telephone \_\_\_\_\_ Email \_\_\_\_\_

3- Name \_\_\_\_\_ Title \_\_\_\_\_

Social Security # \_\_\_\_\_ Date of Birth \_\_\_\_\_ % Ownership \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_

State \_\_\_\_\_ Zip Code \_\_\_\_\_ Telephone \_\_\_\_\_ Email \_\_\_\_\_

4- Name \_\_\_\_\_ Title \_\_\_\_\_

Social Security # \_\_\_\_\_ Date of Birth \_\_\_\_\_ % Ownership \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_

State \_\_\_\_\_ Zip Code \_\_\_\_\_ Telephone \_\_\_\_\_ Email \_\_\_\_\_

**PHYSICAL FACILITIES (REAL ESTATE)**

**If Owned**

Annual Mortgage Payment \_\_\_\_\_ Term of Mortgage \_\_\_\_\_

Mortgage Balance \_\_\_\_\_ Appraised Value \_\_\_\_\_

Size(acres) \_\_\_\_\_ Tillable Acres \_\_\_\_\_ Number of Parcels \_\_\_\_\_ Irrigated? \_\_\_\_\_

Type/# of Buildings \_\_\_\_\_

**If Leased**

Annual Rental Expense \_\_\_\_\_ Lease From \_\_\_\_\_

Size(acres) \_\_\_\_\_ Location \_\_\_\_\_

Phone Number of Owner/Leasing Agent \_\_\_\_\_

**DECLARATIONS**

*If answering "yes" to any of these questions, please provide an explanation on a separate sheet and attach.*

- 1. Is the business or any of the top management personnel an endorser, guarantor or co-signer for obligations not listed on its/their financial statements?  Yes  No
- 2. Is the business or any of the top management personnel a party to any claim or lawsuit?  Yes  No
- 3. Has the business or any of the top management personnel ever declared bankruptcy?  Yes  No
- 4. Does the business or any of the management personnel owe any taxes for prior years?  Yes  No
- 5. Have any managers or owners received a felony conviction?  Yes  No

**SECTION 4: SIGNATURES**

**EQUAL CREDIT OPPORTUNITY ACT (15 U.S.C. 1691)**

The Federal Equal Credit Opportunity Act prohibits creditors from discriminating against credit applicants on the basis of race, color, religion, national origin, sex, marital status or age (provided that the applicant has the capacity to enter into a binding contract), because all or 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. The Federal agency that administers compliance with this law concerning this creditor is the Federal Trade Commission, Equal Credit Opportunity, Washington, D.C. 20580.

**AUTHORITY TO COLLECT PERSONAL INFORMATION**

This information is provided pursuant to Public Law 93-579 (Privacy Act of 1974). Effect of Non-Disclosure: Omission of an item means your application might not receive full consideration.

I/We authorize the disclosure of all information submitted in connection with this application to the financial institution agreeing to participate in the project financing. I/We waive all claims against any financial institution agreeing to participate in the project financing or MARBIDCO.

I/We realize that if I/We do not comply with the aforementioned Certification, my/our loan can be called, terminated or repayments accelerated.

I/We authorize MARBIDCO to obtain any additional financial information concerning me/us from any source which MARBIDCO reasonably requires in order to determine whether to make the requested loan, including credit histories, credit reports, and credit scores.

**CERTIFICATION**

I/We certify all information in this application and the attachments are true and complete to the best of my/our knowledge and is submitted so the MARBIDCO Loan Committee can decide whether to offer financial assistance.

Signature \_\_\_\_\_ Signature \_\_\_\_\_

Printed Name \_\_\_\_\_ Printed Name \_\_\_\_\_

Date \_\_\_\_\_ Date \_\_\_\_\_

Signature \_\_\_\_\_ Signature \_\_\_\_\_

Printed Name \_\_\_\_\_ Printed Name \_\_\_\_\_

Date \_\_\_\_\_ Date \_\_\_\_\_

**SECTION 5: ATTACHMENTS**

**ATTACHMENTS CHECKLIST**

- 1.  Description and history of the applicant company or farm operation.
- 2.  Business plan for the project to receive financing.
- 3.  Resume(s) or working history of the principal business owner(s) and/or farm manager(s).
- 4.  Applicant *and* farm operation tax returns for the two preceding years.
- 5.  Completed Balance Sheet (attachment 1).
- 5.  Completed Pro Forma Income Statement (attachment 2).
- 5.  Completed Debt Repayment Schedule (attachment 3).
- 6.  If offering real estate as collateral, a copy of the most recent appraisal.
- 7.  If eligible for Home Town hero veteran status, supporting letter from commanding officers or federal form DD-214.

**Note:** MARBIDCO agrees to hold Recipient's Application and Financial Reports in confidence to the extent reasonably permitted by Title 4 of the General Provisions Article of the Annotated Code of Maryland. Notwithstanding the foregoing, MARBIDCO shall not be obligated to maintain in confidence any information: 1) which was already known to MARBIDCO; or, 2) which is or comes into the public domain through no fault of MARBIDCO; or, 3) which is independently developed by MARBIDCO; or, 4) which comes to MARBIDCO from a third party which is not in violation of any obligation of confidentiality to Applicant or MARBIDCO.

**COMMERCIAL LENDER FORM**  
**MARBIDCO MARYLAND VINEYARD/HOPYARD/ORCHARD PLANTING LOAN FUND**  
**APPLICATION**

Name of Applicant \_\_\_\_\_

Address \_\_\_\_\_

Business Project/Activity \_\_\_\_\_

I do hereby authorize the release of the following information to MARBIDCO:

Signature of Applicant \_\_\_\_\_ Date \_\_\_\_\_

An applicant is requesting a Rural Business Working Capital Loan from MARBIDCO. Please kindly provide the information requested below in order that MARBIDCO may process this application. It is understood that you are not offering an opinion as to whether or not MARBIDCO should make a loan to the applicant.

Lending Institution Name \_\_\_\_\_

Business Address \_\_\_\_\_ City \_\_\_\_\_

County \_\_\_\_\_ State \_\_\_\_\_ Zip Code \_\_\_\_\_

Bank Officer Name \_\_\_\_\_ Title \_\_\_\_\_

Work Telephone \_\_\_\_\_ E-mail \_\_\_\_\_

DESCRIPTION OF CURRENT LOANS MADE TO THE APPLICANT	LOAN TERM	COLLATERAL	AMOUNT BORROWED	AMOUNT OUTSTANDING
			\$	\$
			\$	\$
			\$	\$

Please briefly describe the loans (current or past), terms and conditions, collateral, and business relationship you have with the applicant?

Bank Officer Signature \_\_\_\_\_ Date \_\_\_\_\_

## Balance Sheet

Balance Sheet Date: \_\_\_\_\_

<u><b>Assets</b></u>	<u><b>Liabilities</b></u>
<p style="text-align: center;"><b>Current Assets</b></p> <p>Cash _____</p> <p>Accounts Receivable _____</p> <p>Notes Receivable _____</p> <p>Crops Held for Resale _____</p> <p>Inventory _____</p> <p>Savings Account _____</p> <p>Other Current Assets _____</p> <p style="padding-left: 20px;"><b>Current Assets</b> _____</p> <p>Automobile/Trucks/Boats _____</p> <p>Machinery &amp; Equipment _____</p> <p>Shops &amp; Supplies _____</p> <p>Dairy Livestock _____</p> <p>Other Breeding Livestock _____</p> <p>IRA/401K Retirement Accts _____</p> <p>Farmland _____</p> <p style="padding-left: 20px;">Acres _____</p> <p style="padding-left: 20px;">Acres _____</p> <p style="padding-left: 20px;">Acres _____</p> <p>Forest Land _____</p> <p style="padding-left: 20px;">Acres _____</p> <p style="padding-left: 20px;">Acres _____</p> <p style="padding-left: 20px;">Acres _____</p> <p>Residence _____</p> <p>Other Real Estate (specify) _____</p> <p>_____</p> <p><b>Non-Current Assets</b> _____</p> <p><b>Total Assets</b> _____</p>	<p style="text-align: center;"><b>Current Liabilities</b></p> <p>Accounts Payable _____</p> <p>Credit Cards (specify): _____</p> <p>_____</p> <p>_____</p> <p>Notes Payable (specify): _____</p> <p>_____</p> <p>_____</p> <p>Other Liabilities _____</p> <p style="padding-left: 20px;"><b>Current Liabilities</b> _____</p> <p>Current Portion of Long Term Debt* _____</p> <p>Mortgages (specify) _____</p> <p>_____</p> <p>Car Loans (specify) _____</p> <p>_____</p> <p>Other long-term Loans (specify) _____</p> <p>_____</p> <p>_____</p> <p><b>Non-Current Liabilities</b> _____</p> <p><b>Total Liabilities</b> _____</p> <p><b>Total Liabilities</b> _____</p>

\*Current portion of long term debt represents the total amount of long-term debt that must be paid within the next year.



## Pro Forma Income Statement

(Revenue and expense projections for the upcoming year)  
Date: \_\_\_\_\_

### Farm/Business Income and Expenses

Income	
Sales of:	
_____	_____
_____	_____
_____	_____
Rental Income	_____
Ag Program Payments	_____
Other Income (specify)	_____
_____	_____
_____	_____
Less Cost of Goods Sold	_____
<b>Gross Farm/Business Income</b>	_____

Expenses	
Advertising	_____
Car & Truck Expenses	_____
Chemicals	_____
Salaries & Wages	_____
Labor Hired	_____
Custom Hire/Consultants	_____
Feed Purchased	_____
Fertilizer	_____
Freight, Trucking	_____
Gasoline, Fuel, Oil	_____
Insurance	_____
Rent of Machinery & Equip	_____
Rent of Farm, Pasture	_____
Repairs, Maintenance	_____
Seeds, Plants Purchased	_____
Storage, Warehousing	_____
Utilities	_____
Veterinary, Medicine, Breeding	_____
Miscellaneous Expenses (specify)	_____
_____	_____
_____	_____
_____	_____
_____	_____
<b>Total Farm/Business Expenses</b>	_____

### Other Income and Expenses

Income	
Salaries & Wages	_____
Interest & Dividends	_____
Non-Farm Rental	_____
Pension/Social Security	_____
Alimony/Child Support	_____
Other Income (specify)	_____
_____	_____
_____	_____
<b>Gross Other Income</b>	_____

Expenses	
Social Security Withholding	_____
Self-Employment Taxes	_____
Income Taxes (State & Federal)	_____
Alimony/Child Support	_____
Other Expenses (specify)	_____
_____	_____
_____	_____
<b>Total Other Expenses</b>	_____
<b>Net Other Income</b>	_____

### Farm or Business Debt Repayment Schedule

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

Lender and Loan Number	Original Amount	Date Incurred	Interest Rate	Payments Per Year	Amount of Periodic Payment	Loan Balance
<b>Annual Totals</b>						

### Personal Debt Repayment Schedule

(including car loans)

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

Lender and Loan Number	Original Amount	Date Incurred	Interest Rate	Payments Per Year	Amount of Periodic Payment	Loan Balance
<b>Annual Totals</b>						