



*Maryland Agricultural and
Resource-Based Industry
Development Corporation*

FY 2023 | ANNUAL REPORT

Financing Maryland's Food and Fiber Future

July 1, 2022 - June 30, 2023



From the MARBIDCO Board Chair & Executive Director

A Record Setting Year for MARBIDCO!

The Maryland Agricultural and Resource-Based Industry Development Corporation (MARBIDCO) continued to play a key supporting role in the development of our State's food and fiber production and processing businesses during Fiscal Year 2023, often by working with a variety of public and private partners. Moreover, MARBIDCO reached a significant milestone in our organization's history in June of this year: \$100,000,000 in the total dollar amount of projects funded since beginning operations in 2007.

In addition, over the last 16 years, more than 1,200 agricultural and rural business projects have been funded all across the State, including in every county and in Baltimore City. Importantly, a majority of these projects have helped young or beginning farmers to start or expand their business operations, which is one of the most important roles that MARBIDCO plays – namely, to help ensure that the next generation of producers is adequately supported with the capital and credit they need to operate their businesses (and frequently by working with commercial lenders).

MARBIDCO also had a stellar year in terms of its lending activity facilitated through the “core loan programs” – at a near record level. Moreover, we reached a new all-time high in the overall dollar volume of all the new loans that were approved (which includes both “core” and “specialty” program loans).

MARBIDCO approved 64 core and specialty loans during the fiscal year totaling over \$9.8 million in dollar volume – single year record. Core program funds are those that revolve from appropriations made to MARBIDCO by the State Government to help capitalize our collateralized loan-making efforts, while specialty loan program funds come to MARBIDCO as special grants from a variety of public and nonprofit sector funders for targeted higher risk lending activities.

Notably too, by helping to fund the large capital access need associated with farmland ownership transfers, MARBIDCO was able to assist 19 farmers with purchasing farmland this year through this loan-making activity.

In addition, MARBIDCO's total project incentive grant-making during the year was also substantial: \$1,262,520 for 54 individual projects. So, when factoring in all the loan and grant-making together the Next Generation Farmland Acquisition Program projects that were approved too (adding another nine first-time farm purchase projects to the tally at \$3,000,879), MARBIDCO funded a total of 127 projects during the fiscal year with a dollar value of \$14,083,620 – which is also a new single year record of financial investment!

What makes this level of accomplishment even more remarkable is that we were short-staffed most of the year due to the retirements of two long-serving team members. Very special thanks go out to all the MARBIDCO staff members who performed so well in juggling many assignments during this incredibly busy year!

Another one of the reasons we were so busy this past year is that two new programs were added to our portfolio increasing the number of offerings to 18 programs (with at least two more new programs expected to launch next year as the result of legislation enacted in 2022, as well as a large loan-making grant award that was approved by USDA late in the fiscal year).

As readers will see in the succeeding pages, MARBIDCO is funding a wide range of food and fiber production activities: everything from row and specialty crops to value-added agriculture, from oyster farmers to commercial watermen, and urban agriculture to rural wood processing. Importantly, an increasing need and area of emphasis for MARBIDCO is livestock and seafood processing (especially blue catfish) involving USDA inspections. Look for MARBIDCO to continue and ramp up its efforts in this area in FY 2024.



Mary Shank
Creek
Chair,
MARBIDCO
Board of
Directors



Steve McHenry
MARBIDCO
Executive
Director

In closing, we want to extend our appreciation to Governor Wes Moore and the Maryland General Assembly for their fine support during this past year. Their policy actions are enabling MARBIDCO to undertake its mission and be well positioned to help meet the financing needs of deserving agricultural and rural businesses during the coming year and beyond.

In addition to thanking our State leaders for their great support – including, of course, the cabinet secretaries and many agency staff people we work with closely, we need to also acknowledge the commitment and enthusiasm of the MARBIDCO Board of Directors. And we certainly also need to recognize the dedicated members of various MARBIDCO loan and grant review committees for their efforts, and, of course, the hard work of the very talented MARBIDCO staff.

It takes a lot of people generously giving their time and talent to make progress towards sustaining a vibrant rural working landscape and heritage that produces an abundance of high-quality agricultural and seafood products. We thank all of them, as well as the many hard-working men and women that labor daily across our great State in their farm fields and forests - and on the waters of the Chesapeake Bay - to provide us a cornucopia of food and fiber products that we all use in our daily lives.



MARBIDCO

About

What We Do

MARBIDCO's vision is to ensure that the State of Maryland has thriving agricultural, forestry, and seafood industries.

MARBIDCO plays an important role in helping Maryland's food and fiber producers and processors to innovate and thrive both today and well into the future.

MARBIDCO is nimble and flexible in providing targeted and specialized financing programming that helps retain existing resource-based industry production and commerce, promote rural entrepreneurship, and nurture emerging food, feed, and fiber businesses (including equine and horticulture).

Values Statement

Accountability

We are responsible for our actions and for adherence to our mission, and we ensure that this responsibility is ingrained throughout the organization. We measure our activities and report our outcomes to our stakeholders.

Collaboration

We build trust and credibility across the organization as well as with policymakers and people across the commercial business sectors that we serve. We are transparent in the exchange of ideas and our encouragement of one another. We value teamwork in our pursuit of supporting innovation and organizational excellence.

Integrity

We provide the best quality service to our stakeholders and strive to exceed



Photo by Edwin Remsberg (MDA)

expectations when possible. We act with the highest regard for moral, ethical, and inclusionary standards. We stand by what we say and what we do, and we always act in an honest and open way. We do the right thing.

Respect

We uphold a culture of respect at work and within the community of our stakeholders. We embrace diversity, equity, and inclusion while also valuing our employees for their individuality and the unique perspectives that they bring to the organization. We recognize excellence in performance when we can.

Stewardship

We take seriously our responsibility to manage scarce resources and to serve as stewards of public and private sector funds. We value our ability to serve our customers in a courteous, efficient and fiscally responsible manner. We encourage and empower MARBIDCO team members to act in accordance with our culture.

Front page photos by Edwin Remsberg.
Back page: photo by Port Leonardtown Winery.

Moon Valley Farm

*MARBIDCO Certified
Local Farm Enterprise
Food Aggregation Grant
Fund Program*

Emma Jagoz, founder of Moon Valley Farm located in Woodsboro, MD, once wrote about her future ambition on her website: “No money, no experience, two tiny kids, a slice of borrowed land and a vision”.

The first-time farmer began her journey into growing food in 2012 after a thoughtful process of evaluating her values in prioritizing her family, eating healthy foods, and sharing with the community.

Today, she runs a 25-acre certified organic farm. Ms. Jagoz and her team grow specialty vegetables and herbs in Frederick County. When she was ready to take the farm to the next level, she applied for and received two MARBIDCO Certified Local Farm Enterprise Food Aggregation Grants.

The purpose of the Certified Local Farm Enterprise Food Aggregation Grant Program (Small-Scale Farmer Entity Project Grant) is to demonstrate how an investment of funds can help to grow and strengthen Maryland’s local food system and to create opportunities for small farmers to sell products to wholesale and institutional markets.

The grants - between \$25,000 and \$100,000 - are used to fund projects that help small farmers aggregate their product(s) to sell to institutional or wholesale buyers.

Applicants for the small-scale farmer-led aggregation grant must include at least four Certified Local Farm Enterprise farmers and provide at least a 20% match of private funds in the project.



Emma Jagoz, founder of Moon Valley Farm
Photo from <https://www.moonvalleyfarm.net/>

Ms. Jagoz shares her experience with MARBIDCO and how its programs have helped the farm meet her vision of assuring healthy locally grown produce is available in schools and in the community:

MARBIDCO’s Certified Local Farm Enterprise Food Aggregation Grant spoke to us precisely - we are a certified organic vegetable farm who works with dozens of other farmers to run a year-round, multi-farm Community-Supported Agriculture (CSA) program, to sell to restaurants in DC, Baltimore, Frederick, and Northern Virginia, and wanted to expand into selling wholesale to schools.

For us, branching out into wholesale made sense on a number of levels - it would help balance out our delivery margins from our home delivery of CSA boxes, and it would allow us to move more volume at once, which is needed when you scale up production, grow winter storage crops, and aggregate from a bunch of farms.

At Moon Valley Farm, we collaborate with several dozen other local regional

farmers and producers to diversify our offerings in all seasons for our customers, and to help us specialize in crops that grow best on our respective soils.

In addition to the 40+ crops we grow by aggregating from other local farmers, we can offer hundreds of crops, making it easier for our customers to buy local in all seasons from one place.

We offer gourmet mushrooms, organic eggs, local fruit, grains, dried beans and even more vegetable varieties and quantities by working with other farms.

Wholesale customers require consistency in product availability and quality, and many including the school systems need to plan their menus several months in advance.

In a lot of ways, it’s easier to grow food than it is to find a timely buyer, especially for produce growers like us who work with such short shelf life on our crops.

Adding wholesale as an enterprise made sense, but that doesn’t mean it is free to start, and that’s where MARBIDCO came in to help.

We received a MARBIDCO grant in 2021 to increase our capacity to sell wholesale and got started selling to the Frederick County Public Schools (FCPS) system.

With the MARBIDCO grant, we invested in a new refrigerated delivery vehicle, a new walk-in cooler, an expandable conveyor for packing efficiency and a forklift, all to allow us to grow and aggregate more volume for these larger customers such as FCPS.

We immediately loved working with FCPS, as growing for our community’s elementary school children’s lunches is just “feel-good” in all the ways - plus my children attend FCPS schools too.

After working with the schools in the 2021-2022 school year, we learned a lot about the logistics of the local school systems and their capacities, or lack thereof, to offer fresh and healthy produce to the kids.

In Frederick County, the schools lack the staff, the coolers, cooking equipment and the kitchen space to process any vegetables or fresh produce for the kids.



Photo from <https://www.moonvalleyfarm.net/>

This means the school system can only really buy produce that is “ready-to-eat” - they truly cannot cut or cook produce meaningfully if at all, which you can imagine greatly limits what produce they can purchase from local farms, especially considering that the school calendar excludes the easiest months to offer fresh-off-the-vine produce.

Our local schools can buy grapes and apples, cherry tomatoes, and baby carrots - but they really can't buy things like whole watermelons that require cutting, sweet potatoes that require cooking or celery that requires washing.

This major roadblock is why we applied for a second MARBIDCO Certified Local Farm Enterprise Food Aggregation Grant in 2022, this time to invest in a processing facility and equipment to allow us to take on the next step for the schools - washing and chopping produce to sell them a “ready-to-eat” product.

We needed this investment because farms like ours are not allowed to simply wash and process produce like that without its own facility and food safety measures in place - and now we are able to meaningfully meet the need of the schools for local produce that is delivered to them in a way they can actually use.

The grant funded equipment to wash

and process the produce, including a commercial food processor that can slice, dice, make fries or carrot sticks; a vacuum sealer, stainless tables and sinks for washing and staging, a reach-in cooler, and the building to host the processing facility. We can transform our large carrots into bite-sized sticks, chop watermelons into chunks, cut greens into “ready-to-eat” sizes and more.

We now realize that this investment will greatly help us on the farm to decrease our food waste as well. Moon Valley Farm grows and aggregates year-round which means we grow and buy a lot of storage crops, and as you can imagine, storage crops that have dings or bruises on them simply won't store well.

We either have to leave imperfect produce in the field or compost it from our coolers. Because of MARBIDCO's support, we're able to harvest and process more of that produce which will decrease our food waste and get it to the school system to feed the children!

MARBIDCO'S grant program speaks directly to the needs of farms like Moon Valley, who want to meet the needs of Maryland's schools and institutional customers - expanding from our direct market only sales - but lacked the capital to make the investments ourselves.

MARBIDCO's Certified Local Farm Enterprise Food Aggregation Grant Fund requirement includes partnering with additional enterprise farmers, Moon Valley Farm works with:

- Sassafra Creek Farm of Southern Maryland who grows certified organic carrots, beets, tomatoes and sweet potatoes -- the carrots have been grown for and served to the FCPS school children.
- 78 Acres of Washington County, Maryland, who grows tree fruit and vines including grapes, apples, peaches and plums that we've aggregated and distributed to the schools.
- Distillery Lane Ciderworks in Jefferson, Maryland, provides Pixie Crunch apples to the schools.
- Potomac Valley Organics in Frederick County to provide organic baby kale to the schools.
- Zahkradka Farm in Baltimore County, to provide rainbow carrots to the schools.
- Nick's Organic Farm in Frederick County
- Help From Above Farm in Three Springs, PA
- Pleasant Hill Produce in Walkersville, MD
- Gorman Farms in Howard County (for certified organic strawberries),
- Chesapeake Fungi in Mount Airy, MD
- Springfield Farm in Baltimore County, MD
- Next Step Produce in Newburg, MD
- Chesapeake Queen Co in Woodsboro, MD
- Catocin Mountain Farm in Thurmont, MD, and many more.



2023 MARBIDCO Board of Directors

Photo by Maryland Farm Bureau

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Tree Expert Company Business De-
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of Agriculture)

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and Agriculture, Queen Anne's County
(Representing Rural Economic Devel-
opment or Agricultural Marketing)

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University of Maryland,
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Resources Economics
(Representing Public Finance)

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(Representing Ag Producers I)

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Ankle Vineyards (Representing Ag
Producers II)

Dr. Jinhee Kim Associate Dean &
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Senior Programs Manager

Ms. Allison Roe Financial Officer/
Program Coordinator

Ms. Betsy McKeehan
Senior Programs Officer (retired May
15, 2023)

Ms. Tina Wilkins
Senior Accounting Coordinator

Ms. Jill Zarend-Kubatko
Communications Associate

Ms. Daniela Merkle
Loan Administration
Specialist

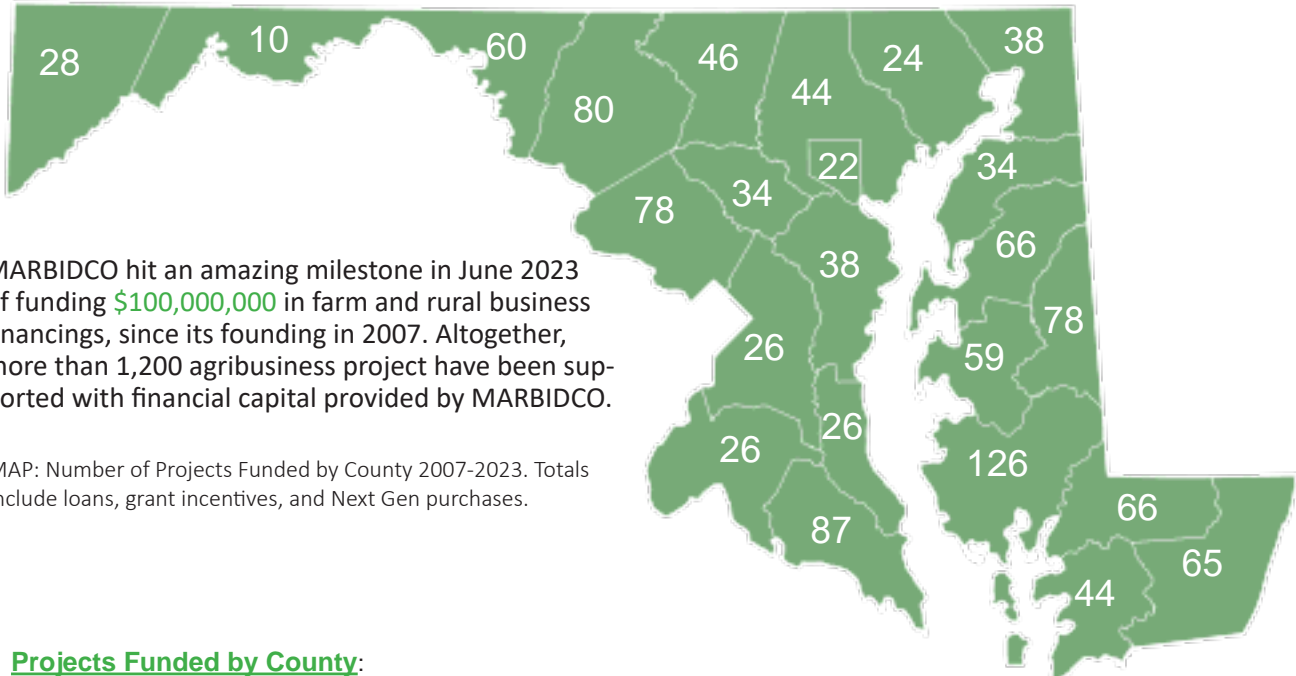
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Financial Programs Associate

Ms. Brittany Rawlings
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Ms. LeeAnn McCullough
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Mr. Munachi O. Nsofar, Esq.
Assistant Attorney General
Counsel to MARBIDCO

MARBIDCO HITS RECORD \$100 MILLION IN FINANCING



MARBIDCO hit an amazing milestone in June 2023 of funding \$100,000,000 in farm and rural business financings, since its founding in 2007. Altogether, more than 1,200 agribusiness project have been supported with financial capital provided by MARBIDCO.

MAP: Number of Projects Funded by County 2007-2023. Totals include loans, grant incentives, and Next Gen purchases.

Projects Funded by County:

Allegany	10	Carroll	46	Harford	24	Somerset	44
Anne Arundel	38	Caroline	78	Howard	34	St. Mary's	87
Baltimore	44	Charles	26	Kent	34	Talbot	59
Baltimore City	22	Dorchester	126	Montgomery	78	Washington	60
Calvert	26	Frederick	80	Prince George's	26	Wicomico	66
Cecil	38	Garrett	28	Queen Anne's	66	Worcester	65

Core Rural /Agricultural Business Development Financing Programs

MARBIDCO core loan and grant incentive programs help meet key agricultural, forestry, or seafood business financing needs. Loans can be for land purchases, facility construction or renovation, equipment acquisition or working capital, and often leverage significant commercial lender funds. Young and beginning farmers and veterans often benefit from MARBIDCO core loan programs. Grant incentive programs help producers with matching funds for food or fiber production and processing projects and provide local governments with matching economic development cost share funds for agricultural development projects.

MARBIDCO FY2023 Core Loan Programs

Maryland Resource-Based Industry Financing Fund*+ (MRBIF) offers low-cost loans to Ag/RBI-industry enterprises for the purchase of land and capital equipment for production and processing activities (including building construction). The maximum loan amount is \$300,000 for the acquisition of equipment and fixed assets, \$600,000 for real estate purchases, and \$1,000,000 for large-scale food/fiber processing projects.

Agri-Business Equipment and Working Capital Loan Fund*+ offers moderate-cost loans to Ag/RBI-industry firms and producers (including farmers) for working capital and

equipment purchases. The maximum loan amount is \$100,000 and the minimum loan is \$15,000. Participation by a public sector lender is encouraged (at a level matching or exceeding MARBIDCO's participation). A referral from a commercial bank is required.

Maryland Vineyard/Hops/Orchard Fruit Planting Loan Fund*+ offers moderate-interest loans to help meet the unique financing needs of Maryland's landowners wanting to plant fruit-bearing vines, hops and trees. The maximum loan amount is \$100,000, and an interest-only option is available for a period of two to three years. A referral from a commercial

lender is required, as well as a site evaluation approval letter from an appropriate university or other expert.

Forestry Equipment and Working Capital Loan Fund*+ offers moderate-interest loans to Maryland's forest products businesses funding working capital and equipment purchases. The maximum loan amount is \$150,000. A commercial lender must participate in the application process by providing a letter of referral.



Photo by University of Maryland Extension

Maryland Urban Agriculture Commercial Lending Incentive Grant (MUACLIG) Program, offered with partial matching support of Farm Credit, is designed to meet the financing needs of urban farmers by providing an incentive for them to seek commercial lender financing for the development or expansion of their agricultural enterprises. The maximum grant amount is \$15,000 for equipment and \$35,000 for real estate.

Local Government Agricultural & Resource-Based Industry Project Cost Share Program is designed to lend support to local and regional rural business development efforts. MARBIDCO will consider a project cost-share request from a local or regional economic development office if the project fits within MARBIDCO's statutorily established mission area. The maximum project cost share grant is \$10,000 (or up to \$25,000 under special circumstances), while Food Safety Modernization Act (FSMA) matching grants are capped at \$5,000 and deer fences at \$3,000.

Maryland Value-Added Producer Matching Grant (MVAPMG – USDA Option) is designed to encourage participation in USDA's highly competitive Value-Added Producer Grant Program (which has both planning and working capital components). The USDA VAPG program, which is offered annually, requires a non-federal financial matching commitment, and each application for the VAPG must include a "verification of matching funds". The USDA VAPG Planning Grant offers a maximum award of \$75,000, and the Working Capital Grant offers a maximum of \$250,000. MARBIDCO will provide up to 15% of the matching funds required to eligible applicants (up to \$11,250 for Planning Grants and up to \$25,000 for Working Capital Grants). To be eligible to apply to MARBIDCO for funding, an applicant must also be eligible under the USDA VAPG Program, and funds will only be awarded to those who receive the USDA VAPG award. Each applicant that has been approved to receive an MVAPG will receive a letter for submission to USDA that contains how much funding will be available to

the applicant. (Notably, capital equipment purchases are NOT eligible for USDA VAPG funding.)

Future Harvest Beginner Farmer Training Graduate Grant Program offers grants up to \$1,000 to Levels 2 and 3 current class graduates of the Future Harvest CASA Beginner Farmer Training Program that are or will be farming in Maryland. Grant funds may be used toward the purchase of those items that will help the Beginner Farmer to start or expand their own commercial agricultural operation including planting materials, hand tools, and other tangible farming equipment.

* SMADC/TCCSMD and USRC each offer up to 5% in equity incentive grants under these loan programs.

+Veteran's loan interest rate reduction of 25 basis points eligible in the Core Loan Programs.

Rural Land Preservation Facilitation Programs



The Next Generation Farmland Acquisition Programs enables MAR-BIDCO - when partnering with commercial lenders and farmland conservation programs - to assist young and beginning farmers with down-payment funding to purchase farmland, while effectively extinguishing development rights on the farmland, thus helping to preserve the rural working land in perpetuity.

For farms of 50 acres or more the **Next Generation Farmland Acquisition Program** is available.

The **Small Acreage Next Generation Farmland Acquisition Program** targets smaller farms between 10 and 49 acres in size.

Next Generation Farmland Acquisition Program (“Next Gen Program”)

This exciting program addresses financing challenges of beginning farmers and at the same time enables the State to further its mission to help preserve working agricultural and forest land.

In cooperation with farmland conservation programs and commercial lenders, MARBIDCO offers assistance to young and beginning farmers with down-payment funding for the purchase of farmland.

During the process, the development rights are temporarily extinguished on the farmland being purchased, and eventually the land will be permanently preserved.

Under the Next Gen Program, MARBIDCO will pay up to 51% of the Fair Market Value (FMV) of the land only (with a cap of \$500,000). Following the land sale transaction, the Next Gen Farmer will then have a period of several years to sell the permanent easement to a rural land preservation

program that will hold the permanent easement thus extinguishing the development rights on the property forever.

Small Acreage Next Generation Farmland Acquisition Program (“SANG”)

SANG targets beginning farmers wishing to purchase 10- to 49-acre farms. MARBIDCO will provide 30% to 60% of the FMV of the farmland in exchange for a permanent agricultural conservation easement - which is used as a down payment to purchase the farm property.

A commercial lender must also be involved in providing a portion of the financing for the farm purchase.



Next Generation Farmland Acquisition Program

Farm/Business Type	County	Easement Option Amount
Cattle/Beef	Washington	\$412,409
Grain & Oil Seeds	Wicomico	\$197,145
Grain & Oil Seeds	Talbot	\$347,539
Grain & Oil Seeds	Caroline	\$277,146
Cattle/Beef	Frederick	\$466,429
Vegetables/Table Crops	Queen Anne's	\$444,031
Grain & Oil Seeds	Dorchester	\$274,528
Vegetables/Table Crops	Charles	\$500,000
Total Projects - 8		\$2,919,227

Small Acreage Next Generation Program

Farm/Business Type	County	Easement Purchase Amount
Hay/Beef/Cattle	Frederick	\$81,652
Total Projects - 1		\$81,652

Wood Ingenuity

Repurposing Nature's Beauty

Wood Products Industry Equity Investment
Grant Program (WPIEI)



In 2013, an ancient White Oak on Jim Boyle's 140-acre Queen Anne's County farm crashed to the ground during a storm. The Boyle's, a hard-working family who have farmed their land for five generations and more than 100-years, seized the unlikely opportunity of a fallen tree and turned it into a profitable business.

Mr. Boyle and his son, David, searched for a sawmill to cut up the massive tree but could not find a saw large enough to enable them to repurpose the oak wood into a barn. On a trip to New York state, they discovered the 67" diameter Wood-Mizer Saw, WM-1000.

While talking with the company's sales team, David returned to his father to discover that the older Boyle was writing a check for the enormous saw.

To meet their requirements and to fill a likely need in the community, they launched Wood Ingenuity, LLC in 2014. With the new saw – one of the largest diameter saws in the Mid-Atlantic – they salvage larger logs that would normally go to waste. That initial fallen oak is the base for a barn on the property.

Wood Ingenuity became a full-service sawmill specializing in creating live-edge slabs fashioned into custom tables,



David Boyle stands behind a 16-foot by 44-inch bookmatched maple table he fashioned with benches for a client.

shelves, bar tops, cabinets, flooring, and mantels, just to name a few of their high-end products. They are one of a few sawmills left in the area.

The company has the capability to saw large, reclaimed trees up to 67" in diameter. They cut, kiln dry, store and age the lumber and then custom finish the product to respond to their client's desires.

Some local Maryland trees have stood the test of time lasting 200 to 450 years. When these giants need to come down or are falling down on their own, Wood Ingenuity comes to the aid.

Wood Ingenuity turns these fallen, damaged or dead local trees that would otherwise go to landfills or become mulch, into valuable lumber to be used in their shop and the shops of other woodworkers.

A MARBICO email blast sent in early 2023 announcing a new program available to wood fiber harvesters, processors, and manufacturers, resulted in Wood Ingenuity applying for a grant to help them increase their capacity through two new buildings.

MARBIDCO'S Wood Products Industry Equity Investment Grant Program (WPIEI) helps qualified applicants to purchase new equipment or construct facilities so that they can increase production utilizing locally sourced wood fiber, enhance commercial revenue generation, and create new jobs.

Wood Ingenuity received a \$50,000 WPIEI grant in FY 2023 to help them with construction of two pole barns, one maintenance shop at 50' x 80' x 16' and another, a



67" diameter Wood-Mizer Saw, WM-1000. One of the largest saws of its type in the Mid-Atlantic.

showroom at 60' x 100' x 16'.

Once the showroom's interior is completed, it will have heat and air conditioning and feature wall paneling and flooring made from their reclaimed wood. David said they will spotlight high-end custom products they create from the live-edge wood slabs.

"The grant was a help," said David of the money received from MARBIDCO. "The demand was here, and the business took off right away," he said.

With the expansive family farmland, they have room to grow and currently have a storage building, a drying shed, and a kiln. Once the showroom is open, they next plan to expand into online sales of slabs and other wood products.

David's brother Mark has been a partner in the business since their father retired from farming. With David's years of carpentry work, trees and wood working became a passion. He even has a workshop in his home.

"I am learning about the characteristics of the wood," explains David, such as, "the ambrosia tree has bugs that leave stains - when processed they look like flames."

Wood Ingenuity's stock includes locally grown species such as Black Walnut, various Oaks, Cherry, Maple, Pine, and Poplar. They serve urban and rural residential, business, and forest property owners from Salisbury to Annapolis, including Queen Anne, Kent, Talbot, Caroline, Dorchester, and Anne Arundel Counties. The majority of their clients are private estates on the Eastern Shore of Maryland.

Nowadays, the timber speaks to him. "When I see a tree now," said David. "I know what I need to do."

In FY 2023 MARBIDCO received 14 applications for its Wood Products Industry Equity Investment Program. It funded 10 projects for \$341,759. The program provides a 25% matching grant to wood fiber harvesters, processors and manufacturers.



Massive live-edged slabs will be made into custom furniture, flooring and other products.



One of two new pole barns constructed for the wood products business and partially funded by the MARBIDCO WPIEI grant.

MARBIDCO Specialty Loan Programs

(Sponsored loan programs)



Photo by Barking Pigs Farm

MARBIDCO specialty loan programs are funded by other agencies and organizations for targeted purposes. Specialty programs have the support of various federal, state, regional, and private philanthropic funds where normal credit underwriting standards may not make sense for the deployment of commercial debt capital.

Maryland Shellfish Aquaculture Financing Fund* in collaboration with Department of Natural Resources (DNR) and using a combination of State and federal funds, helps watermen (and others) wishing to transition from wild oyster harvesting to start or expand underwater shellfish farming enterprises using leased growing areas in the Chesapeake or Coastal Bays. Loan proceeds can be used to purchase shell, seed, spat, or equipment. Bottom culture and water column projects are eligible. Borrowers make interest-only payments for three years while oysters are growing to market size. The maximum single loan amount is \$100,000 and subsidized loan amounts cumulatively max out at \$300,000.

Maryland Remote Setting Shellfish Aquaculture Loan Fund* (in collaboration with DNR and using Maryland Port Authority funds) provides affordable financing to persons who want to start or expand shellfish remote setting (nursery) aquaculture operations. Applicants must have a shellfish aquaculture nursery lease from the Maryland Department of Natural Resources. Eligible equipment includes items related to commercial remote setting aquaculture projects such as seed (larvae), shell (substrate), tanks, pumps, blowers, and tank heaters. The maximum loan amount is \$30,000.

Maryland Watermen's Microloan Program assists "generational Watermen" in the purchase of equipment related to commercial fishing boats and seafood harvesting gear. A "generational waterman" is a licensed (TFL) commercial watermen who can demonstrate that 50% or more of the waterman's annual income was derived from commercial seafood harvesting. The program provides loans of \$7,000 to \$15,000 at an interest rate of 3.00%. After three years, the program will allow all "beginner Water-

men," to apply as well.

Southern Maryland Agricultural Revolving Loan Fund was established with the Southern Maryland Agricultural Development Commission (SMADC) to assist Southern Maryland agricultural producers with smaller agricultural projects that typically might not be financed by traditional commercial lenders. This program offers subsidized low-cost loans between \$10,000-\$20,000 to qualified applicants for the purchase of livestock (including shellfish aquaculture), the production of small fruits and hops, upgrades for the safe growing, harvesting, packing, and holding of produce in conformance with Good Agricultural Practices (GAP) and the Food Safety Modernization Act (FSMA). Activities of agricultural businesses in these counties only are eligible: Anne Arundel, Calvert, Charles, Prince George's, and St. Mary's Counties.

Rural Business Energy Efficiency Improvement Loan Fund* (working in collaboration with MEA and using RGGI funds) offers low-interest loans for energy efficiency projects undertaken by food and fiber producers and processors implementing the recommendations of a third-party energy auditor. Loans may range from \$2,500 to \$30,000. The program potentially offers a grant subsidy to borrowers who are in good standing on making their payments of up to 10% of the loan, not to exceed \$1,000.

**SMADC/TCCSMD and USRC each offer up to 5% in equity incentive grants under these loan programs.*

MARBIDCO Specialty Grant Programs

(Utilizing externally provided funding)



Photo by Edwin Remsberg (MDA)

The Certified Local Farm Enterprise Food Aggregation Grant Fund Program supports the development of local food aggregation infrastructure in Maryland to help meet current and future wholesale and institutional market demand for locally produced food products.

Small-Scale Farmer Entity Aggregation Project – A grant of between \$25,000 and \$100,000 is available to agricultural marketing groups or farm cooperatives. Applicants for the small-scale farmer-led aggregation grant must include at least four Certified Local Farm Enterprise farmers and applicants must provide at least a 20% match of private funds in the project.

Public Sector Aggregation Project

– A grant of between \$150,000 and \$400,000 is available. Applicants for the larger scale aggregation grant will be a public entity (such as a county government, municipality, community college, university, county school system or rural regional council).

The Upper Shore Regional Council Farm Incentive Fund and the Southern Maryland Agricultural Equity Incentive Matching Fund are two separate partnerships between MARBIDCO and the Upper Shore Regional Council and MARBIDCO and the Southern Maryland Agricultural Development Commission (SMADC) to help farmers from Cecil, Kent, and Queen Anne's counties on the Upper Shore and Anne Arundel, Calvert, Charles, Prince Georges and

St. Mary's counties in Southern Maryland to meet certain down-payment (equity) objectives for MARBIDCO-related loans.

The Maryland Wood Products Industry Equity Investment Program (WPIEI) provides stimulus for forest products-related businesses to grow their business through innovation, increased production, and the development of new market opportunities.

An ancillary objective of this program is to complement the financial services offered by private commercial lenders by leveraging funds to facilitate larger-scale projects which will enable industry growth.

This program helps Maryland wood fiber harvesters, processors, and manufacturers to purchase new equipment or construct facilities so that they can engage in increased production and utilization of locally sourced wood fiber, enhanced commercial revenue generation, and retention and creation of new job opportunities.

Grants of up to 25% of a project's cost are available not to exceed \$50,000. Eligible expenses include wood processing equipment and facilities, sawmills, dry kilns, skidders, in-woods chippers, primary and secondary wood processing equipment, Optimization systems for maximizing fiber yield recovery, shaving, and pellet mills, and sawdust dryers

The Maryland Livestock Processing Equipment Grant Program helps to expand livestock processing capacity in Maryland by offering incentive grants to businesses to purchase livestock and meat processing equipment or to upgrade facilities in order to increase productivity.

Eligible applicants included businesses that are currently operating livestock and meat processing enterprises in Maryland or plan to start such operations.

Woman-Owned Aquaculture Business Grows and Grows

MARBIDCO Helps Company Start and Expand



The Browns' boat, the "Victoria B"

A little over a decade ago, Victoria, a retired career woman met Robert T. Brown Sr., a waterman, who makes his livelihood on Maryland's waterways.

Their union became the perfect match to start a new business that has become their passion: shellfish aquaculture.

With Robert T's knowledge of Maryland seafood industry and Victoria's 39 years in finance in private business and with the federal government, they became the perfect team to start a new business.

Victoria was raised in Charles County. Her parents purchased a tobacco and black angus' cattle farm. She owned a bar and grill at the age of 21 and since then, obtained two college degrees, became a world-traveler as she

worked as a vice president, comptroller, financial manager, for government agencies and in private industry and created another start-up business in logistics support.

Robert T. has lived his life on the water for the past 65 years where he began soft shell crabbing at the age of seven.

In 2001, he established Shop Cove Seafood & Ice business in Coltons Point, St. Mary's County. There he distributed ice across Southern Maryland, and caught and sold oysters, blue crab, rockfish, croaker, and other species in the waterways surrounding his property to sell to locals and commercial businesses.

The idea of a third business was a bit too much for these two entrepreneurs. The couple sold the ice business but kept their license to continue to sell ice

to local fish, oyster, aquaculture, and crab businesses.

Victoria, and "Robert T.," as she calls her husband, then created a business plan to become oyster farmers, and started Shop Cove Aquaculture, LLC. Their aquaculture business has grown tremendously through their dedication and with the help of MARBIDCO.

Victoria originally balked at the prospect of taking loans out for the business.

Then she met Dr. Matt Parker, an aquaculture business specialist with the University of Maryland Extension whose expertise includes marine aquaculture economics, production, ecosystems, and business planning.

He told her the benefits of MARBIDCO's programs – some even offering loan forgiveness with a satisfactory repayment record.

That was the sales pitch that sold her. "He can make anyone understand anything" said Victoria of Matt. "He explained the loan process to me, and I started filling out the paperwork."

Victoria and Robert T. were among the first group of recipients in MARBIDCO's Maryland Remote Setting Aquaculture Financing Fund program in FY 2013, using the funds to purchase oyster shell and seed/larvae.

Through the Maryland Remote Setting Aquaculture Financing Fund program, an applicant must hold a nursery permit from DNR or have applied for one. In addition, all applicants must have production and business plans that demonstrate the financial feasibility of the planned aquaculture operation.

Both the Maryland Shellfish Aquaculture Financing Fund and Maryland Remote Setting Shellfish Aquaculture Financing Fund are in partnership with the Maryland Department of Natural Resources (DNR) and provides affordable financing to commercial watermen who want to start or expand shellfish remote setting aquaculture operations.

In the beginning the couple had acquired five aquaculture bottom leases totaling more than 80 acres located in St. Patrick's Creek, Breton's Bay, and St. Clements Bay in St. Mary's Coun-

ty. They also had four remote setting tanks at the Colton's Point location in St. Mary's County.

The couple subsequently applied for and received two Maryland Shellfish Aquaculture Financing Fund loans. This program can be used to purchase substrate (e.g., oyster shell), seed (or larvae) or capital equipment.

Persons holding State submerged land or water column aquaculture leases, or those who have applied for such leases are eligible to apply. In addition, all applicants must have production and business plans that demonstrate the financial feasibility of the planned aquaculture operation. Loan funds were used to purchase equipment including a forklift as well as seed and oyster shell.

"I would not have had such a successful enterprise without MARBIDCO. It is a wonderful program for those that want to get into the business – more people need to know about it," said Victoria.

Their success, she said, stems from sticking with their original business plan and the support of MARBIDCO's programs.

Today Shop Cove Aquaculture has 350 bottom leased acres, expanding into St. Mary's Sanctuary, Canoe Creek, and others, 10 remote setting tanks, two 40-foot-plus deadrise boats, three skiffs and a barge. Since Shop Cove Aquaculture's inception, they have produced one billion spat to harvest or sell to local and commercial companies.

The couple participate in organizations supporting watermen. Robert T. is president of the Maryland Watermen's Association and Victoria belongs also. He is a member of the Atlantic States Marine Fisheries Commission, which was formed to coordinate and manage fishery resources.

She is also trying to raise money to help restore and gain available new technologies at Horn Point Oyster Hatchery (UMES), to keep it "a center of excellence," said Victoria.

At the end of FY 2023 MARBIDCO welcomed Victoria as its newest member of the Board of Directors representing the Commercial Seafood Harvesting and Processing Industry. With all of her knowledge of commercial fishing and aquaculture in Maryland, she is a welcome addition to the board.



Photo by Maryland Department of Natural Resources

Inaugural Watermen's Microloan Fund Very Popular

Since its inception in July 2022, MARBIDCO's Watermen's Microloan Fund has proven to be a popular program with its intended recipients.

MARBIDCO received 53 applications from "generational watermen" residing in Kent, Somerset, Talbot, Cecil, Queen Anne's, Dorchester, Caroline, Anne Arundel, and Harford counties during FY 2023.

Thirty-three of these applicants were approved for microloans of up to \$15,000, with most purchasing equipment needed to conduct their daily commercial harvesting activities.

MARBIDCO had approved \$445,675 in microloans, with \$421,541 dispersed at the end of the fiscal year.

Loans for Oyster Farmers: MARBIDCO approved four Maryland Shellfish Aquaculture Financing Fund Loans for \$360,000 and two Maryland Remote Setting Shellfish Aquaculture Financing Fund Loans, for \$60,000. Since 2011, MARBIDCO has funded 94 aquaculture oyster projects with \$5.6 million.

MARBIDCO Receives Award at Maryland Planning Ceremony

MARBIDCO received an Honorable Mention at the Maryland Department of Planning Sustainable Growth Awards for leadership and community planning at its 10th annual awards ceremony in Baltimore on Nov. 17.

MARBIDCO's Steve McHenry, Executive Director (right) and Allison Roe, Next Gen Programs Coordinator (center) attended the ceremony.

The awards recognize individuals, organizations, and programs that exemplify well-planned economic and community development initiatives throughout the State.

MARBIDCO'S two Rural Land Preservation Facilitation Programs took center stage for this award. The



original Next Generation Farmland Acquisition and the SANG Programs address the financing challenges of young and beginning farmers while at the same time enables the State to help preserve rural working agricultural and forest land.

MARBIDCO Loan Making Activity in FY 2023

Farm/Business Type	County	Loan Amount	Loan Type
Aquaculture	Dorchester	\$100,000	Shellfish Aquaculture
Aquaculture	Dorchester	\$100,000	Shellfish Aquaculture
Aquaculture	Dorchester	\$30,000	Remote Setting
Aquaculture	Talbot	\$60,000	Shellfish Aquaculture
Aquaculture	Worcester	\$100,000	Shellfish Aquaculture
Aquaculture	Worcester	\$30,000	Remote Setting
Brewing/Hops/Barley	Anne Arundel	\$188,700	MRBIFF
Cattle/Beef	Charles	\$20,000	So. MD Revolving Loan
Dairy/Creamery	Cecil	\$750,000	Agri Business
Equine	Carroll	\$475,000	MRBIFF
Fisheries/Watermen	Anne Arundel	\$15,000	Watermens Microloan
Fisheries/Watermen	Anne Arundel	\$7,457	Watermens Microloan
Fisheries/Watermen	Anne Arundel	\$15,000	Watermens Microloan
Fisheries/Watermen	Anne Arundel	\$12,000	Watermens Microloan
Fisheries/Watermen	Caroline	\$15,000	Watermens Microloan
Fisheries/Watermen	Caroline	\$15,000	Watermens Microloan
Fisheries/Watermen	Cecil	\$9,500	Watermens Microloan
Fisheries/Watermen	Dorchester	\$15,000	Watermens Microloan
Fisheries/Watermen	Dorchester	\$15,000	Watermens Microloan
Fisheries/Watermen	Dorchester	\$15,000	Watermens Microloan
Fisheries/Watermen	Harford	\$12,000	Watermens Microloan
Fisheries/Watermen	Kent	\$15,000	Watermens Microloan
Fisheries/Watermen	Kent	\$15,000	Watermens Microloan
Fisheries/Watermen	Queen Anne's	\$9,999	Watermens Microloan
Fisheries/Watermen	Queen Anne's	\$9,996	Watermens Microloan
Fisheries/Watermen	Queen Anne's	\$12,660	Watermens Microloan
Fisheries/Watermen	Somerset	\$7,000	Watermens Microloan
Fisheries/Watermen	Somerset	\$15,000	Watermens Microloan
Fisheries/Watermen	Somerset	\$12,097	Watermens Microloan
Fisheries/Watermen	Somerset	\$15,000	Watermens Microloan
Fisheries/Watermen	Somerset	\$11,387	Watermens Microloan
Fisheries/Watermen	Somerset	\$3,234	Watermens Microloan
Fisheries/Watermen	Somerset	\$14,975	Watermens Microloan
Fisheries/Watermen	Somerset	\$14,986	Watermens Microloan
Fisheries/Watermen	Somerset	\$10,000	Watermens Microloan
Fisheries/Watermen	Somerset	\$15,000	Watermens Microloan
Fisheries/Watermen	Talbot	\$15,000	Watermens Microloan
Fisheries/Watermen	Talbot	\$6,162	Watermens Microloan
Fisheries/Watermen	Talbot	\$13,084	Watermens Microloan
Fisheries/Watermen	Talbot	\$15,000	Watermens Microloan

Fisheries/Watermen	Talbot	\$15,000	Watermens Microloan
Fisheries/Watermen	Talbot	\$15,000	Watermens Microloan
Fisheries/Watermen	Talbot	\$15,000	Watermens Microloan
Fruit & Orchard	Caroline	\$60,000	Vineyard Planting
Grain & Oil Seeds	Caroline	\$600,000	MRBIFF
Grain & Oil Seeds	Queen Anne's	\$270,000	MRBIFF
Greenhouse & Nursery	Kent	\$189,000	MRBIFF
Hay/Forage	Carroll	\$75,000	MRBIFF
Poultry-Broilers	Caroline	\$600,000	MRBIFF
Poultry-Broilers	Caroline	\$450,000	MRBIFF
Poultry-Broilers	Caroline	\$400,000	MRBIFF
Poultry-Broilers	Dorchester	\$500,000	MRBIFF
Poultry-Broilers	Dorchester	\$400,000	MRBIFF
Poultry-Broilers	Somerset	\$600,000	MRBIFF
Poultry-Broilers	Wicomico	\$255,000	MRBIFF
Poultry-Broilers	Wicomico	\$600,000	MRBIFF
Poultry-Broilers	Wicomico	\$360,000	MRBIFF
Poultry-Broilers	Wicomico	\$600,000	MRBIFF
Poultry-Broilers	Wicomico	\$400,000	MRBIFF
Poultry-Broilers	Worcester	\$600,000	MRBIFF
Poultry-Broilers	Worcester	\$400,000	MRBIFF
Vegetable/Table Crops	Montgomery	\$50,000	Agri Business
Vegetable/Table Crops	Washington	\$36,000	MRBIFF
Vineyard & Wineries	Frederick	\$100,000	Vineyard Planting

FY 2023 Total Loan Activity \$9,820,241

***Key:**

Shellfish Aquaculture - Maryland Shellfish Aquaculture Financing Fund
 Remote Setting - Maryland Remote Setting Shellfish Aquaculture Financing Fund
 MRBIFF - Maryland Resource-Based Industry Financing Fund
 So. MD Revolving Loan - Southern Maryland Revolving Loan
 Agri Business - Agri-Business Equipment and Working Capital Loan
 Watermens Microloan - Maryland Watermen's Microloan Program
 Vineyard Planting - Maryland Vineyard/Hopyard/Orchard Planting Loan

- In FY 2023, MARBIDCO approved 64 core and specialty loans, totaling over \$9.8 million and assisted 19 farmers with purchasing farmland. (An additional 9 farm purchases were funded through the Next Generation Farmland Acquisition Programs.)
- New in FY 2023, MARBIDCO (with support of the State of Maryland) established the Maryland Watermen's Microloan Program to help watermen purchase equipment including boats, motors and harvesting gear. In FY 2023, MARBIDCO approved 33 Maryland Watermen's Microloans totalling over \$420K.

MARBIDCO Grant Incentives Activity in FY2023

Maryland Value Added Producer Grant (USDA Option) - Core

Farm/Business Type	County	Grant Amount
Distilling/Farm-Related	St. Mary's	\$7,443
Total Projects - 1		\$7,443

Maryland Farmer Cold Storage Equipment Grants - Core

Farm/Business Type	County	Grant Amount
Hogs/Pigs	Calvert	\$1,000
Vegetables/Table Crops	Prince George's	\$1,000
Herbs/Flowers/Apiary	Baltimore	\$1,000
Vegetables/Table Crops	Cecil	\$1,000
Vegetables/Table Crops	Washington	\$1,000
Vegetables/Table Crops	Cecil	\$858
Fruit/Orchards	Carroll	\$524
Vineyard/Wineries	Harford	\$1,000
Vegetables/Table Crops	Prince George's	\$1,000
Fisheries/Watermen	Somerset	\$683
Vineyard/Wineries	Kent	\$949
Aquaculture	St. Mary's	\$1,000
Aquaculture	Anne Arundel	\$1,000
Herbs/Flowers/Apiary	Calvert	\$1,000
Livestock Processing	Frederick	\$228
Hogs/Pigs	Cecil	\$749
Cattle/Beef	Calvert	\$1,000
Cattle/Beef	Washington	\$1,000
Vegetables/Table Crops	Worcester	\$327
Aquaculture	Cecil	\$1,000
Total Projects - 20		\$17,318

Local Government Ag/RBI Project Cost Share Program - Core

Farm/Business Type	County	Grant Amount
Herbs/Flowers/Apiary	Montgomery	\$3,000
Vegetable/Table Crops	Montgomery	\$3,000
Herbs/Flowers/Apiary	Montgomery	\$1,364
Total Projects - 3		\$7,364

Special Agricultural Development Activity

Project	County	Grant Amount
Maryland Farm & Harvest (MPT)	Statewide	\$35,000
Total Projects - 1		\$35,000

Certified Local Farm Enterprise Food Aggregation Grant Program - Specialty

<i>Farm/Business Type</i>	<i>County</i>	<i>Grant Amount</i>
Vegetables/Table Crops	Caroline	\$350,000
Vegetables/Table Crops	Garrett	\$80,000
Vegetables/Table Crops	Somerset	\$86,880
Vegetables/Table Crops	Prince George's	\$61,520
Total Projects - 4		\$578,400

Southern Maryland Agricultural Equity Incentive Matching Grant - Specialty

<i>Farm/Business Type</i>	<i>County</i>	<i>Grant Amount</i>
Brewing/Hops/Barley	Anne Arundel	\$9,435
Total Projects - 1		\$9,435

Upper Shore Regional Equity Incentive Matching Grant - Specialty

<i>Farm/Business Type</i>	<i>County</i>	<i>Grant Amount</i>
Grains & Oil Seeds	Queen Anne's	\$15,000
Dairy/Creamery	Cecil	\$15,000
Total Projects - 2		\$30,000

Wood Products Industry Equity Incentive Grant Program - Specialty

<i>Farm/Business Type</i>	<i>County</i>	<i>Grant Amount</i>
Forest/Wood Products	Worcester	\$50,000
Forest/Wood Products	Wicomico	\$50,000
Forest/Wood Products	Anne Arundel	\$17,250
Forest/Wood Products	Queen Anne's	\$35,000
Forest/Wood Products	Howard	\$50,000
Forest/Wood Products	Allegany	\$13,415
Forest/Wood Products	Queen Anne's	\$50,000
Forest/Wood Products	St. Mary's	\$20,625
Forest/Wood Products	Baltimore City	\$5,469
Forest/Wood Products	Somerset	\$50,000
Total Projects - 10		\$341,759

Maryland Livestock Processing Equipment Grant - Specialty

<i>Farm/Business Type</i>	<i>County</i>	<i>Grant Amount</i>
Livestock Processing	St. Mary's	\$30,000
Livestock Processing	Baltimore City	\$50,000
Livestock Processing	Queen Anne's	\$50,000
Livestock Processing	Talbot	\$23,250
Livestock Processing	St. Mary's	\$47,600
Livestock Processing	Baltimore	\$30,000
Total Projects - 6		\$230,850

MARBIDCO Grant Incentives Activity in FY 2023 Continued...

Future Harvest Beginner Farmer Training Graduate Program Grant

<i>Farm/Business Type</i>	<i>County</i>	<i>Grant Amount</i>
Vegetables/Table Crops	Montgomery	\$1,000
Herbs/Flowers/Apiary	Baltimore	\$1,000
Vegetables/Table Crops	Frederick	\$1,000
Vegetables/Table Crops	Caroline	\$500
Vegetables/Table Crops	Caroline	\$750
Herbs/Flowers/Apiary	Baltimore City	\$702
Total Projects - 6		\$4,952

Total Incentive Grant Funding FY 2023 - \$1,262,500

MARBIDCO Supports Agri-Businesses Across the State



MARBIDCO helped to fund an **Around the Bay Farmers Alliance** refrigerated semi-truck and on June 24, 2023 they celebrated the arrival of the vehicle. **Around the Bay Farmers Alliance**, an independent farmers organization dedicated to producing fresh produce on a large scale, received a \$86,880 **Certified Local Farm Enterprise Food Aggregation Grant** from MARBIDCO in FY 2023 to help purchase a cold storage vehicle. MARBIDCO's logo is featured second from the right. Additionally, farming co-op **Wood Duck Landing Farm**, the event site, received nearly \$7,000 from MARBIDCO's Cold Storage grant for a cold storage unit in 2021.

Cold Storage Grant Program Popular with Farmers and Watermen

In FY 2023, MARBIDCO launched the **Maryland Producer Cold Storage Grant Program** to help farmers and watermen purchase necessary cold storage equipment for their operations during the fall of 2022.

MARBIDCO's new program included a match of up to 50% of the cost of the project purchase, with a maximum grant award amount of \$1,000. The minimum grant award was \$200.

Twenty farmers/watermen received \$17,318 in funding in FY 2023. Among the awardees were those in aquaculture, fisheries, vegetable farms, fruit

and orchards, beef cattle, hogs, and pig farm businesses.

Those eligible included farmers and watermen with at least \$1,000 in agricultural or seafood product sales in calendar years 2021 or 2022.

Agricultural products include produce, livestock, shellfish, or horticultural products that are grown on the applicant's farm.

Seafood products include finfish and shellfish products that are harvested in Maryland.

Grant funds and matching funds must

be used to purchase and install cold storage equipment.

Cold storage refrigerators and walk-in freezers among the most requested items by food producers.

MARBIDCO will answer the call with another round in FY 2024 and raised the maximum grant award to \$2,000 for those producers who want to purchase cold storage equipment.



2023 Project Financing Review Committee Members

Photo by University of Maryland Extension

The Project Financing Review Committees play one of the most important roles at MARBIDCO.

These committees have the demanding task of reviewing and approving applications for financial assistance (including grants as well as loans).

Although the Board of Directors often has the final say in how and when MARBIDCO funds are distributed to qualified applicants, the Board relies heavily upon the recommendations of these panels of experts.

The Next Gen Program Review Committee, MARBIDCO Loan Review Committee, the MVAPG-CAO Grant Review Committee, the Certified Local Farm Enterprise Food Aggregation Grant Review Committee and the Maryland Shellfish Aquaculture Financing Fund Review Committee are comprised of individuals from MDA, UME, Commerce, DNR, local government and the private sector.

MARBIDCO would like to recognize the following individuals for their exemplary service and generous commitment of time and talent on one or more of our **Project Financing Review Committees** during FY 2023:

Ms. Michelle Cable
Executive Director, Maryland Agricultural Land Preservation Foundation, Maryland Department of Agriculture

Mr. Joseph Chisholm
Poultry Farmer (Retired banker)
Mercantile Peninsula Bank

Mr. Steve Connelly
Deputy Secretary,
Maryland Department of Agriculture

Ms. Charlotte Davis
Executive Director,
Rural Maryland Council

Ms. Shannon Dill
Talbot County Extension Director
University of Maryland Extension

Dr. Faith Elliott-Rossing (Retired)
Former Director of Agriculture,
Economic Development and Agriculture
Queen Anne's County

Ms. Karen Fedor
Program Administer, Office of
Agriculture and Seafood Marketing
Maryland Department of Agriculture

Mr. S. Patrick McMillan
Assistant Secretary (retired)
Maryland Department of Agriculture

Ms. Sarah J. O'Herron
Owner, Black Ankle Vineyards

Dr. Matt Parker
Senior Agent Associate, Aquaculture

Business Specialist
University of Maryland Extension

Mr. Mark Powell
Chief, Agriculture and Seafood Marketing,
Maryland Department of Agriculture

Dr. Donald Darnall
Executive Director, Maryland Food
Center Authority

Mr. Dan Rider
Forest Stewardship & Utilization
Program Manager, Maryland Forest
Service, Department of Natural Resources

Ms. Pamela Saul Owner, Rolling
Acres Farm & Equine Business Services, LLC

Mr. Bruce Yerkes
(Retired Loan Officer)
MidAtlantic Farm Credit

Ms. Rebecca Thur
Shellfish Leasing & Permitting Program
Coordinator, Maryland Department of
Natural Resources

Mr. Leo Paul Goeringer, Esq.
Sr. Faculty Specialist,
University of Maryland,
Department of Agricultural &
Resources Economics

Ms. Betsy McKeenan
Senior Programs Officer
MARBIDCO

Mr. Tom McCarthy
Conservation Easement Supervisor,
Land Acquisition and Planning,
Department of Natural Resources



Redemption Farms U-Pick Expands Orchards

Maryland Vineyard/Hopyard/Orchard Planting Loan Fund



Wayne A. Cawley IV was having a very bad day back in 2020. COVID was raging, nothing was going right, and he was stranded on a farm in his broken-down truck.

What else could he do? He prayed. “God, you got me stranded, now what?” when he spied on his cell phone a for sale listing for a run-down, 38-acre farm straddling MD Route 404 in Denton.

Two days later, his wife, Kirsten sent him the very same real estate listing.

A month later, he heard a sermon about faith, he said.

The vision became clear, and he and Kirsten were ready to take a leap of faith.

However, without a large downpayment for the property, they would not be able to move forward.

Wayne was familiar with MARBIDCO because his cousin had received a MARBIDCO loan to purchase his farm property.

This prompted Wayne and Kirsten to contact MARBIDCO and begin their own journey to purchase a working farm and apply for a Maryland Resource-Based Industry Financing Fund (MRBIFF) loan to help finance the down payment on the property.

MRBIFF was established by MARBIDCO to help meet the unique financing needs of Maryland farm, forestry, and seafood businesses, particularly with respect to entrepreneurship and business start-up.

This program offers affordable loans

to qualified applicants for the purchase of land and capital equipment for eligible food/feed/fiber/fuel business activities.

“That is the only way you can get started and get some equity,” he said. “It really is a good program to help people get started. MARBIDCO was essential to us buying the farm with the downpayment. We had paid off all of our debt to buy a house, but in the middle of COVID and the lock down we bought this farm,” said Wayne.

“Without the MRBIFF program we would not have had the funds to buy this property,” he added.

Wayne has farming in his blood. He grew up working on family farms. He started growing produce on his own in 2014, but it was not especially lucrative. While Kirsten had no prior experience farming, today she is instrumental in marketing and running the farm market.

The property sits aside a major thoroughfare in Denton. Instantly, they knew this would be an ideal place for

In FY 2023 MARBIDCO approved two applications for a total of \$160,000 in Maryland Vineyard/Hopyard/Orchard Planting Loan funds. The minimum loan is \$10,000 and the maximum is \$100,000. Eligible expenses include the installation of new vineyards, tree fruit orchards or hopyards including, but not limited to:

- Prepping of land for plant installation
- Purchase of vines or trees
- Equipment and supplies for the planting

a you-pick business and agritourism venture.

With apple trees on the farm that needed tending, they brought the orchard back to life and decided to plant strawberries for travelers to stop by and pick themselves. They also built a small farm market to get their products in front of customers.

The couple also leases an orchard in Bridgeville, DE where they grow peaches.

“We recently got approved for a vineyard, hopyard, orchard loan from MARBIDCO,” said Wayne. They plan to use the funds to expand their fruit repertoire and will add peaches, plums, blueberries, and cherries in the fall of 2023.

The major aim of the Maryland Vineyard/Hopyard/Orchard Planting Loan Fund program is to increase the acreage of viable commercial vineyards, orchards, and hopyards in Maryland. MARBIDCO provides low-cost financing to make financing both available and affordable for fruit production.



Above: Peach orchard at Redemption Farms

Right: Current Redemption Farms market



Wayne, Kirsten-wife, Avery-oldest daughter, Caroline-younger daughter, and Wayne 5th. Photo by Ashley McHenry Photography

Both Wayne and Kirsten are looking toward the future to build a bigger farm market on their property.

“We would like to build a big modern farm market with a variety of fruit, vegetables, ice cream, baked goods for sale, so that travelers will pull off to make an event of it,” said Wayne.

In the meantime, they are expanding their you-pick opportunities and planting sunflowers, popcorn, and pumpkins in order to diversify their operation and keep an income stream coming in from spring to late fall. “We are striving to get more people to stop by,” said a determined Wayne.



Maryland Seafood Cooperative Advances Oyster Production Capacity at Ferry Cove Oyster Hatchery with Help of MARBIDCO



Kelly Barnes, left, business manager with the Maryland Seafood Cooperative discusses the remote setting schedule with Stephan Abel, president and CEO of Ferry Cove Oyster Hatchery in Sherwood, MD.

For many decades, oysters have been a prized Chesapeake Bay seafood product featured on restaurant menus and at seafood shops, and now increasingly oysters are available at specialty grocery stores and even at some farmers' markets.

Following important regulatory changes instituted a dozen years ago, and with some economic development support provided by State public sector agencies (including MARBIDCO)

Maryland is seeing an upsurge in both the production and demand for oysters which has helped fuel the growth of its shellfish aquaculture industry.

And looking at it from another perspective, since oysters eat the algae found in brackish estuaries that excessively thrive on too many nutrients (such as nitrogen and phosphorus), the growing number of Maryland oyster farmers are helping to improve the Bay's water quality.

According to the University of Maryland Extension (UME), from 2012 to 2021, over 496,000 bushels of oysters have been harvested from over 7,500

acres leased through the Maryland Department of Natural Resources (DNR).

However, UME's 2020 industry report notes that the continued growth of shellfish aquaculture in Maryland faces several challenges including the availability of oyster shell, oyster larvae, environmental conditions, and the ability to secure a DNR aquaculture lease.

To help grow the industry, MARBIDCO partnered with DNR to establish the Maryland Shellfish Aquaculture Financing Fund to provide low-cost loans to oyster farming businesses like the Maryland Seafood Cooperative.

The Maryland Seafood Cooperative (MDSC) began in 2018 and is the only statewide watermen-owned cooperative in Maryland.

It produces sustainably grown shellfish from the Chesapeake Bay which it markets regionally. MDSC includes 21 members and has 97 acres of leased bottom in the Little Choptank, Edge Creek, Patuxent, and Manokin Rivers. MDSC members hail from Calvert,



Four fiberglass remote setting tanks purchased by

Charles, St. Mary's, Anne Arundel, Dorchester, Queen Anne's, and Talbot Counties.

MDSC is intent on helping its members generate supplemental revenue to offset the cyclical nature of the wild oyster fishery while meeting the demand for locally sourced seafood using sustainable and innovative methods.

In their goal to be self-sufficient, a challenge they faced was sourcing spat-on-shell (SOS) to fulfill the requirements of the Maryland Department of Natural Resources' (DNR) shellfish lease agreement and meet their own business production goals.

MDSC has a partnership with Ferry Cove Oyster Hatchery, a 501(c)(3) nonprofit organization, built in 2021 in Sherwood (Talbot County), to utilize a portion of the hatchery's onshore nursery for MDSC's remote setting tanks.

Ferry Cove Oyster Hatchery is a state-of-the-art private oyster hatchery producing oyster larvae and seed for Maryland's shellfish aquaculture industry and has the capacity to grow up to three billion larvae per year. It uses cutting edge technology to maximize efficiencies and lengthen the production season.

An example is its use of several computer control systems throughout its operation to control salinity, temperature, Ph, among others, to give it flexibility in responding to Bay's constant changes in water quality.

Having consistent water quality in the hatchery enables it to maximize its larvae and seed production. Ferry Cove is also growing its own algae in large bioreactors which provide the food



the Maryland Seafood Cooperative through MARBIDCO's Maryland Shellfish Aquaculture Financing Fund.

supply for the hatchery's oysters.

In order to fund the needed remote setting equipment, MDSC reached out to MARBIDCO and applied for a loan through its **Maryland Shellfish Aquaculture Financing Fund**.

With this program, MARBIDCO makes affordable, subsidized financing available to commercial watermen and other entrepreneurs wishing to start or expand shellfish aquaculture operations. MARBIDCO has financed 94 shellfish aquaculture projects in Maryland at over \$5.6 million since the program began in 2011.

Loans (between \$5,000 and \$100,000) may be used to purchase substrate (e.g., shell), seed (or larvae) or capital equipment, and both "on-bottom" and "water column" aquaculture production projects may qualify. The program offers loans with a below market interest rate and possible loan forgiveness for first-time borrowers of up to 40%.

MDSC used the loan funds to purchase and install four remote setting tanks and tank heaters located at Ferry Cove Hatchery property that will help supply oysters to the Bay-bottom leases owned by the Cooperative.

MDSC purchases oyster larvae from local hatcheries and has acquired some oyster shell needed to produce spat-on-shell in its remote setting tanks. The remote setting production has been in operation for a year and the has produced and shipped spat on shell to its leases in the Little Choptank River, and the Patuxent River

"It has been huge for us," said Kelly Barnes, MDSC's business manager. "The funding gives us the ability to do



One of several algae growing tanks at Ferry Cove Oyster Hatchery. This algae feeds the oysters through many stages of life.

more and become self-sufficient."

The fiberglass remote setting tanks are key to the Cooperative's growth. The MDSC's four tanks should produce up to five million baby oysters.



Oyster larvae tanks view from above, inside Ferry Cove Oyster Hatchery.

"We want to get more oysters on the bottom," she added.

In addition to the economic benefit of oysters, they are regarded as Chesapeake Bay's most important filter feeder (of algae) and are thus considered to be a "keystone species".

After each set, the tanks are washed out and aged oyster shells are cleaned in the shell washer and put into round bags.

Locally constructed screened bags holding the clean shells are hooked to a crane and loaded into the tanks for the next set.

MDSC is currently awaiting its first crop of planted oysters to be ready for harvest, which will take three to four years to mature before being sold to wholesalers, restaurants, or other retailers.

"We wouldn't have been able to do this without MARBIDCO," said Barnes.

And, of course, with the support of the Ferry Cove Hatchery too helping to bring additional vitality to the oyster farming industry in Maryland.

FY 2023 Loan Programs

FY 2023 Loan Programs

	Applicants	Amount	Status
Maryland Resource-Based Industry Financing Fund Loan	17	\$6,873,700	Settled
Maryland Resource-Based Industry Financing Fund Loan	3	\$1,125,000	Approved
Agri-Business Equipment & Working Capital Loan Fund	1	\$50,000	Settled
Agri-Business Equipment & Working Capital Loan Fund	1	\$750,000	Approved
Maryland Vineyard/Hopyard/Orchard Planting Loan Fund	1	\$100,000	Settled
Maryland Vineyard/Hopyard/Orchard Planting Loan Fund	1	\$60,000	Approved
Maryland Shellfish Aquaculture Loan Fund	3	\$260,000	Approved
Maryland Shellfish Aquaculture Loan Fund	1	\$100,000	Settled
Maryland Remote Setting Shellfish Aquaculture Loan Fund	2	\$60,000	Settled
Southern Maryland Revolving Loan Fund	1	\$20,000	Settled
Maryland Watermen's Microloan Program	29	\$364,541	Settled
Maryland Watermen's Microloan Program	4	\$57,000	Approved
Total Loan Applications Settled or Approved	64	\$9,820,241	
Total Loan Applications Denied or Withdrawn	24	\$1,292,500	
Total All Loan Applications	88	\$11,112,741	
Percentage of Loan Applications Settled or Approved	73%		

FY 2023 Rural Business Incentive Grants

	Applicants	Amount	Status
Southern Maryland Equity Incentive Grant	1	\$9,435	Closed
Upper Shore Regional Council Equity Incentive Grant	1	\$15,000	Closed
Upper Shore Regional Council Equity Incentive Grant	1	\$15,000	Approved
Maryland Livestock Processing Equipment Grant	6	\$230,850	Approved
Maryland Wood Products Industry Equity Investment Grant	10	\$341,759	Closed
Certified Local Farm Enterprise Food Aggregation Grant	4	\$578,400	Approved
Maryland Value-Added Producer Grant (USDA Option)	1	\$7,443	Approved
Maryland Farmer Cold Storage Equipment Grant	20	\$17,318	Closed
Local Government Ag/RGI Project Cost Share Program	1	\$3,000	Closed
Local Government Ag/RGI Project Cost Share Program	2	\$4,364	Approved
Special One Time Grant	2	\$85,000	Closed
Future Harvest Beginning Farmer Graduate Grant	6	\$4,952	Closed
Total Grant Applications Closed or Approved	55	\$1,312,521	
Total Grant Applications Denied or Withdrawn	24	\$207,473	
Total All Grant Applications	79	\$1,519,994	
Percentage of Grant Applications Closed or Approved	70%		

Ag/Rural Business Investments

FY2023 Land Preservation Facilitation Programs

FY 2023 Land Preservation Facilitation Programs

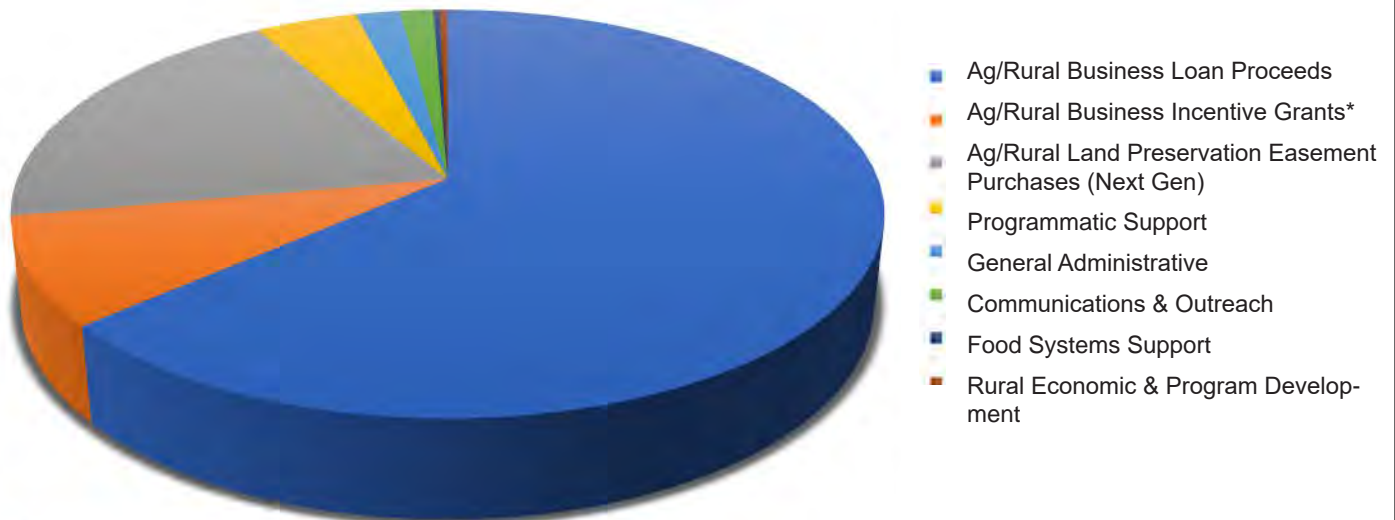
	Applicants	Amount	Status
Next Generation Farmland Acquisition Program	4	\$1,234,239	Settled
Next Generation Farmland Acquisition Program	4	\$1,684,988	Approved
Small Acreage Next Gen (SANG)	1	\$81,652	Settled
Total Land Preservation Facilitation Programs Settled or Approved	9	\$3,000,879	
Total Land Preservation Facilitation Programs Denied or Withdrawn	1	N/A	
Total All Land Preservation Facilitation Program Applications	10	\$3,000,879	
Percentage of Land Preservation Facilitation Applications Closed or Approved	90%		

*Numbers as of June 30, 2023

FY2023 MARBIDCO Expenditures, By Category

Category	Amount	
Rural Business Loan Proceeds	\$9,820,241	
Rural Business Incentive Grants*	\$1,321,174	* Includes \$50,000 repayment for Maryland Woodland Conservation Financing Fund to Alliance for the Chesapeake Bay & Pandemic Adjustment Loan Fund Rebates of \$8,654
Rural Land Preservation Option Purchases (Next Gen)	\$3,000,879	
Programmatic Support	\$688,958	
General Administrative	\$300,858	
Communications and Outreach	\$225,063	
Food Systems Support	\$42,699	
Rural Economic & Program Development	\$52,835	
Total	\$15,452,708	

FY2023 MARBIDCO Expenditures, By Category



*FY 2023 Statement of Net Position**

	June, 30 2023	June 30, 2022
Assets		
Current Assets:		
Cash and cash equivalents	\$13,925,198	\$14,726,639
Accounts Receivable	\$1,075	-
Current portion of loans receivable	\$2,828,337	\$2,839,417
Accrued interest receivable	\$214,381	\$172,763
Other Assets	\$8,932	\$3,892
Noncurrent Assets:		
Loans receivable, net of current portion and Allowance of \$1,303,922 and \$1,261,263 for 2023 and 2022, respectively	\$32,491,230	\$26,873,571
Capital assets, net	\$17,676	\$18,634
Total Assets:	\$49,486,829	\$44,634,916
Liabilities		
Current Liabilities:		
Accrued expenses	\$112,310	\$102,694
Other liabilities	-	\$9
Noncurrent Liabilities:		
Other liabilities	\$4,690	\$3,647
Total Liabilities	\$117,000	\$106,350
Net Position		
Invested in capital assets, net	\$17,676	\$18,634
Restricted	\$1,309,020	\$1,602,213
Unrestricted	\$48,043,133	\$42,907,719
Total Net Position	\$49,369,829	\$44,528,566
Total Liabilities, Deferred Inflows of Resources and Net Position	\$49,486,829	\$44,634,916

* Above and Below from Audited Financial Statements

*FY 2023 Revenue and Expenses**

	June 30, 2023	June 30, 2022
Income		
State appropriations (core programs and easement options)	\$6,735,000	\$5,235,000
Interest on investments	\$5,563	\$74
Interest income on loans receivable	\$1,251,631	\$1,253,726
Program revenue	\$179,724	\$120,125
Other revenue	\$3,743	\$1,171
Easement option repayments	\$1,558,869	\$1,190,654
Federal, regional and local grants	-	-
Expenses		
Grants	\$673,139	\$1,154,904
Easement option purchases	\$2,458,478	\$1,092,895
Easement purchases	\$140,724	\$132,709
Administrative	\$287,611	\$241,228
Salaries & benefits	\$1,030,047	\$941,957
Depreciation	\$6,275	\$6,090
Provision for Loan Losses	\$296,993	\$60,264
Change in Net Position	\$4,841,263	\$4,170,703
Net Position, Beginning of Year	\$44,528,566	\$40,357,863
Net Position, End of Year	\$49,369,829	\$44,528,566

FY 2023 Commercial Lender Leverage



In FY 2023, MARBIDCO lent approximately \$8 million (in conjunction with Commercial Lenders) to 20 Maryland Resource-Base Industry Financing Fund (MRBIFF) borrowers.

This enabled MARBIDCO to leverage more than \$23 million in commercial lender funds, resulting in a 3.4-to-1 leverage ratio.

The MRBIFF Program is MARBIDCO's most popular financing program. Since 2008, MARBIDCO has made 261 MRBIFF loans totaling over \$68 million.

Photo by Edwin Remsburg (MDA)

County	Business Type	Loan Amount	Leverage Amount
Anne Arundel	Hops/Brewing	\$188,700	\$283,050
Caroline	Grains	\$600,000	\$970,000
Caroline	Poultry	\$600,000	\$620,000
Caroline	Poultry	\$450,000	\$900,000
Caroline	Poultry	\$400,000	\$760,000
Carroll	Equine	\$475,000	\$725,000
Carroll	Hay/Forage	\$75,000	\$300,000
Dorchester	Poultry	\$500,000	\$1,050,000
Dorchester	Poultry	\$400,000	\$1,210,000
Kent	Greenhouse/Nursery	\$189,000	\$765,000
Queen Anne's	Grains	\$270,000	\$405,000
Somerset	Poultry	\$600,000	\$1,200,000
Washington	Vegetables/Table Crop	\$36,000	\$144,000
Wicomico	Poultry	\$255,000	\$445,000
Wicomico	Poultry	\$600,000	\$2,320,000
Wicomico	Poultry	\$360,000	\$560,000
Wicomico	Poultry	\$600,000	\$3,130,000
Wicomico	Poultry	\$400,000	\$1,100,000
Worcester	Poultry	\$600,000	\$3,850,000
Worcester	Poultry	\$400,000	\$2,610,000
Total		\$7,998,700	\$23,347,050



Don't go to Napa Valley for Extraordinary Wine, it's Right Here at Home

MARBIDCO supports growth of Co-op and Port of Leonardtown Winery

The Southern Maryland Wine Growers Cooperative (SMWGC) was formed in 2007 to become a local market for vineyards to sell their wine grapes after the region transitioned away from tobacco production.

MARBIDCO was there at the start with the first of many financial resources that would help the Cooperative grow over the years - including the Maryland Farm and Producer Viability Program, a financial tool that's goal was to increase start-up rates of agricultural operations and resource-based businesses.

Partnering with St. Mary's County and Leonardtown, interested farmers and others with a passion for wine set in motion a plan to ensure the success of wine grape growing in Southern Maryland. Grapes for wine hadn't been grown in the area since the time of Governor Charles Calvert in the 1600s. The SMWGC was the first agricultural cooperative winery in Maryland leading the way for viticulture and future wineries to be established.

The potential for the emerging wine industry to positively affect agriculture and tourism in Southern Maryland was recognized and supported by the State, and the local governments, and farmers.

Farmers also recognized the corporate structure of a cooperative provides a means to share in the profitability of the value-added products that a winery creates.

In 2009, with a grant from St. Mary's County Government Department of Economic Development to the Town of Leonardtown, SMWGC entered into a lease agreement with the Town of Leonardtown to repurpose the former State Highway Administration building into a winery, making it the first commercial winery in St. Mary's County. The winery is located at the intersection of Maryland Route 5 and Newtown Neck Road in Leonardtown.

The Port of Leonardtown Winery was created by SMWGC and opened for wine production for the grape harvest of 2009. The winery tasting room opened for retail and wholesale wine sales in May 2010.

The Port of Leonardtown Winery prides itself on purchasing locally grown Maryland wine grapes and producing award winning Maryland wines.

The cooperative started with 16 participating grape growers. Currently the winery has 12 cooperative vineyards from St. Mary's, Calvert, and Charles counties.

T. Pat Isles set the standard as a Winemaker and for the first six years created outstanding wines that not only won awards but more importantly helped establish a strong repeat customer base.

Beginning in 2016, Winemaker Lauren Zimmerman has raised the bar. The Port of Leonardtown is still winning awards and proving exceptionally high-quality wine can be grown and made in Maryland.

Since opening in 2010, the Co-op has won more than 150 awards including multiple Best in Class awards and many international medals. Not once but twice, The Port of Leonardtown Winery had the honor of being awarded "Best in Show" (in 2018 and 2021) and won the Maryland Governors Cup Wine Competition.

Currently, Winery Manager Michael Hughes and his staff keep the customers coming back for more.

Through continued reinvestment, each year wine production increases to meet customer demand and every year something new is added to the product list. Along the way, MARBIDCO was there with financing through grants and loans to assure the Co-op and the winery's success.

Following the first Maryland Farm and Producer Viability grant in 2007, the Cooperative applied for a Local Government Ag/RBI Project Cost Share Grant in 2009.

Under this program, a local or regional economic development office applies to MARBIDCO for grant funds to match a grant it is providing to an agricultural en-



The Southern Maryland Wine Growers Cooperative celebrating the holidays

Leonardtown Winery

The Port of Leonardtown Winery's Tasting Room was supported through a MARBIDCO financing program for agricultural cooperatives.



"With MARBIDCO's support in a "newer" venture, not only for the State of Maryland, but for the agricultural community of Southern Maryland, we have become an award-winning winery and an example of the agricultural community working together for a common goal," said Michael Hughes, general manager at the winery.

"Without MARBIDCO believing in, and financially assisting us, we wouldn't be the thriving winery we are today."

These SMWGC vineyards offer a vast supply of varietals for the winery to use to create their various wines:

terprise. The funds being utilized by the governmental entity must be own-source (rather than simply pass-through) funds.

Also in 2009, they were approved for an equity-converting-to-debt financing program designed by MARBIDCO to aid agricultural cooperatives.

Lastly, in 2011, the Co-Op applied for and received a \$10,000 Maryland Value-Added Producer Grant (Capital Assets Option) that helped them create a new tasting room.

This program was designed to encourage farms and other rural businesses that wanted to expand or diversify their operations through value added processing to purchase equipment or construct

facilities.

Through these grant and loan programs, MARBIDCO has supported the growth and success of SMWGC and Port of Leonardtown Winery.

MARBIDCO's Financing Programs that Helped SMWGC

- Maryland Farm and Producer Viability Program - \$15,000
- Local Government Ag/RBI Project Cost Share Program - \$25,000
- Agricultural Cooperative Equity Investment Program - \$71,000 (Paid back in full February 2023)
- Maryland Value Added Producer Grant – Capital Assets Option - \$10,000



Lauren Y Zimmerman, award-winning wine maker.

- Forrest Hall Farm Vineyard - St. Mary's County. Grows Cayuga, Chambourcin, Cabernet Franc, and Vidal Blanc.
- Gossett Farm - Calvert County. Grows Chambourcin.
- Gray Wolf Vineyard - St. Mary's County. Grows Traminette, Vidal Blanc
- Lawton Hall Vineyard - St. Mary's County. Grows Chambourcin and Vidal Blanc.
- Mulberry Hill Farm - Calvert County. Grows Cabernet Sauvignon, Cabernet Franc, Vidal Blanc, Chambourcin, Charnel, and Norton.
- St Michaels Manor - St. Mary's County. Growing Chancellor, De Chaunac, Vidal Blanc, and Villard.
- Stonemur Vineyard - Charles County. Grows Cabernet Franc, Vidal Blanc, Seyval Blanc, Barbera, Lemberger, and Vanessa.
- Summerseat Farm - St. Mary's County. Grows Barbera, Chambourcin, Cabernet Franc, Dolcetto, Malvasia Bianca, Nebbiolo, Petit Sirah, Petit Verdot, Sangiovese, Vidal Blanc, Viognier and Albarino.
- Tranquility Vineyard - Calvert County. Grows Cayuga, Chardonnay, and Chambourcin.
- Port of Leonardtown Winery - St. Mary's County, Arandell



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