

U.S. Coronavirus Aid, Relief, and Economic Security (CARES) Act Information

U.S. CARES Act was passed to provide relief through checks sent directly to individual tax-payers, small businesses, large corporations and hospitals, among others. Part of the CARES Act includes the Paycheck Protection Program (PPP) and Economic Injury Disaster Loans (EIDL).

The Paycheck Protection Program (PPP), administered by the U.S. Small Business Administration, is a loan designed to provide a direct incentive for small businesses to keep workers on the payroll. SBA will forgive loans if all employees are kept on the payroll for eight weeks (beginning the date of loan disbursement). Eligible uses for the funds include payroll, rent, mortgage interest, interest on existing debts, or utilities. Funds are allocated on a first-come, first-served basis.

The Economic Injury Disaster Loan (EIDL), also administered by the SBA, provides small businesses with working capital loans up to \$15,000 to help overcome the temporary loss of revenue they are experiencing. A component of the EIDL program is a loan advance (grant) up to \$10,000 intended to provide immediate help to businesses that are currently experiencing a temporary loss of revenue as a result of COVID-19. Funds are allocated on a first-come, first-serve basis. Application deadline is December 31, 2020. *As of May 4, EIDL applications are available exclusively to agricultural businesses engaged in the production of food and fiber, ranching and raising of livestock, aquaculture, and all other farming and agricultural related industries (*as defined by section 18(b) of the Small Business Act (15 U.S.C. 647(b))*).

Pertaining to agriculture, the US CARES Act included \$9.5 billion for small farm (less than \$500,000 annual income) financial support. This money is currently being used by the USDA in preparation for an increase in loan requests for emergency disaster loans, farm storage facility loans and microloans. The CARES Act funds are allowing the USDA to relax deadlines and repayment of existing loans and expedite the process for new loan applications. On April 17, the USDA announced its new Coronavirus Food Assistance Program (CFAP), a \$19 billion relief package to support farmers, ranchers and food distribution companies. To learn more about CFAP, refer to the USDA's April 17 [press release](#). For additional guidance from the USDA, please visit their [federal financial resources guide](#).

See more details on loan programs available through the U.S. CARES Act and USDA CFAP below in addition to a list of frequently asked questions and a database of non-disaster loan programs.

To assist businesses and communities in the Commonwealth as they begin to safely reopen, the Virginia Small Business Development Center (SBDC) network has developed the [Business Recovery webpage](#) to help owners carefully plan for and execute their businesses' new strategy. While businesses owners can use them by themselves, these resources were designed to ideally be used with an expert business consultant in your [local SBDC](#).

To support businesses affected by Executive Orders related to the Coronavirus, Virginia recently launched [Rebuild!VA](#), a grant program specifically for small businesses affected by COVID-19 operations. The program is administered by the [Virginia Small Business Finance Authority](#).

**For more information, please contact:
Stephen Versen (804-786-6911, Stephen.Versen@vdacs.virginia.gov)
<http://www.vdacs.virginia.gov/agribusiness>**

U.S. CARES Act: Financial Assistance for Small Businesses in Virginia

Title & Source	Description	Contact
U.S. SBA Cares Act Paycheck Protection Program	<ul style="list-style-type: none"> • Provides loans of up to \$10 million to businesses with 500 or fewer employees (restaurants and hospitality industry companies with multiple locations are exempt from employment cap) including 501(c)3 nonprofits, independent contractors, sole proprietors and faith-based establishments. • Loans are based on eight weeks of prior payroll plus an additional 25 percent, up to \$100,000 per employee • Loans may be used for salaries, paid sick or medical leave, insurance premiums, mortgage, rent or utility payments • No collateral or personal guarantees required; don't need to have sought capital elsewhere • Loan forgiveness applies to funds equating up to 8 weeks payroll (excluding salaries over \$100,000) with the 8-week term beginning on the loan origination date • Loan amount not forgiven has a maximum interest rate of 4% over a maximum 10-year term; principal and interest can be deferred 6-12 months after disbursement of loan 	<p>Find your local SBA district contact: https://www.sba.gov/tools/local-assistance</p> <p>*NOTE: PPP funding replenished 4/25/2020 to be awarded on a first-come, first-served basis</p>
U.S. SBA Cares Act Economic Injury Disaster Loans (EIDL)	<ul style="list-style-type: none"> • Working capital loans of up to \$2M for businesses with 500 or fewer employees including 501(c)3 nonprofits, independent contractors, sole proprietors and faith-based establishments. • Loan amount equals two months operating costs, up to \$15,000 • Do not need to have sought capital elsewhere, no collateral required • Up to 12-month deferral • Interest rates are 3.75% for small businesses and 2.75% for nonprofits with 30-year repayment terms. 	<p>Find your local SBA district contact: https://www.sba.gov/tools/local-assistance</p> <p>*NOTE: EIDL available to only agriculture businesses as of 5/4/2020</p>
U.S. SBA CARES Act EIDL Advance Grant	<ul style="list-style-type: none"> • Cash grant equal to \$1,000 per employee, up to \$10,000 • Apply for this grant by checking the “cash advance” box at the end of the EIDL (loan) application (above) • Does not need to be repaid under any circumstances • Grant should be issued 3 days following EIDL application submission 	<p>Find your local SBA district contact: https://www.sba.gov/tools/local-assistance</p>
U.S. SBA Debt Relief Program	<ul style="list-style-type: none"> • Immediate relief to small businesses with active, non-disaster SBA loans • SBA will cover payments for 6 months • Also available to new borrowers who take out SBA loans within 6 months of February 15, 2020 	<p>Find your local SBA district contact: https://www.sba.gov/tools/local-assistance</p>

U.S. SBA Express Bridge Loan Pilot Program	<ul style="list-style-type: none"> • Available to businesses with an existing relationship with an SBA lender • Up to \$25,000 loan designed to have a fast turnaround • Expected to be paid back partially or in-full using funds acquired through EIDL program 	Find your local SBA district contact: https://www.sba.gov/tools/local-assistance
Rebuild!VA Small Business Grants	<ul style="list-style-type: none"> • Available to businesses whose average monthly revenue in 2020 is less than its average monthly revenue in 2019 as demonstrated by 2019 Federal Income Tax Returns and 2020 YTD Financial Statements. • Businesses and non-profits that are approved for a Rebuild VA grant may receive up to 3 times their average monthly eligible expenses up to a maximum of \$10,000. 	Virginia Department of Small Business and Supplier Diversity VSBFA.Online@sbsd.virginia.gov

U.S. CARES Act Frequently Asked Questions:

1. Are farms eligible for SBA EIDL and EIDL Advance?

Yes, as of May 4, EIDL programs are available exclusively to agricultural businesses with 500 or fewer employees engaged in the production of food and fiber, ranching and raising of livestock, aquaculture, and all other farming and agricultural related industries.

2. Can a business apply for both EIDL and PPP?

Yes, a business can apply for both the EIDL and the PPP, provided that the funds are used for different purposes. However, any funds received through the EIDL Advance (up to \$10,000) would be deducted from the company's approved PPP loan amount.

3. Where can I find a list of SBA-approved lenders?

A list of SBA-approved lenders is available [here](#).

4. Where can I find the EIDL and PPP applications?

The online application for the EIDL is [here](#). Find a lender for the PPP program and more information on how to apply [here](#).

5. What is the difference between the PPP and EIDL programs?

Paycheck Protection Program (PPP)		Emergency Injury Disaster Loan (EIDL)
Payroll; mortgage interest; rent and utilities; mortgage interest; interest on debt incurred before 2/15/20	Uses	Payroll, fixed debts, accounts payable; other expenses that can't be paid because of the disaster's impact
2.5x business' average monthly payroll	Amount	2 months operating costs, up to \$15,000
Fixed 1% annual rate	Rate	3.75% annual rate

No payments for first 6 months and a total 2-year term	Terms	Up to 30 years
Up to 100% with approval	Forgiveness	Emergency grants up to \$10,000

6. Are 501(c)6 nonprofits eligible for loans available through the CARES Act?

Not at this time.

7. Are craft beverage producers eligible for EIDL?

Yes, due to the manufacturing component, wineries and cideries are eligible. As of May 4, Vineyard and orchard operations are also eligible for EIDL. Breweries and distilleries are not considered agricultural businesses and therefore are not eligible for EIDL at this time, but remain eligible for PPP.

RebuildVA Frequently Asked Questions:

1. What qualifies a business as eligible for RebuildVA funding?

Businesses eligible for the fund are those with a lower average monthly revenue in 2020 than in 2019. Grant fund processors will compare average monthly revenues from 2019 Tax Returns and 2020 year-to-date financial statements to determine eligibility for the program. If your business' average 2020 monthly revenue is higher than your average 2019 monthly revenue according to your 2019 Federal Income Tax Return and your 2020 YTD Financial Statement, your application will be denied. 2020 YTD Financial Statements should include revenues through September 2020. In YTD 2020 income statement, do not include nontypical revenues such as CFAP and PPP.

2. What documentation is needed for a grower to show revenue loss?

To verify revenue, submit your 2019 Federal Income Tax Return (plus schedules) and 2020 year-to-date interim financial statements; or year-end internally prepared financial statements for 2019, if your income tax return has not been filed or is on extension and 2020 interim financials. It is not required to submit your entire 2019 Federal Income Tax Return packet. Required documents include all signature pages and the Profit & Loss Statement portion. VSBFA will review 2019 gross revenue from 2019 tax filings and divide it monthly to get a monthly revenue. VSBFA will review YTD income statement from 2020, divide by the number of months on the statement to get average monthly income in 2020. If the average monthly income in 2020 is less than the average monthly income in 2019, that will determine a revenue loss. In YTD 2020 income statement, do not include nontypical revenues such as CFAP and PPP.

3. Is there a deadline to apply for RebuildVA funding?

You should submit your application as soon as possible. Applications will no longer be accepted after nearly all funds are allocated, which will be no later than December 30, 2020, but likely before that. Applications will be reviewed and funds allocated to approved businesses on a first-come, first-served basis.

4. How does funding previously received through CFAP or PPP impact eligibility for RebuildVA?

Businesses who have received CFAP or PPP funds are eligible to receive RebuildVA funding; however, only operating expenses are eligible for reimbursement, not COVID-19 related expenses. See definitions for eligible operating expenses and COVID-19 related expenses in the answer to question 5.

5. Which expenses are eligible for reimbursement? Should all eligible expenses be submitted or just those the grower wishes to apply for a grant to cover?

If you have not received funding previously through CFAP or PPP, both operating expenses and COVID-19-related expenses (defined below) are eligible for reimbursement. If you have previously received CFAP or PPP funds, only business operating expenses are eligible.

Business Operating Expenses: Payroll support including full time employee salaries, paid sick leave, medical leave, or family leave, and costs associated with the continuation of group health care benefits during those period of leave; mortgage payments; rental payments (including rents under a lease agreement; utilities, defined as electricity, gas, water/sewer, telephone, internet service; principal and interest payments for any organization loans from nationally or state chartered financial institutions that were incurred, prior to, or during the COVID-19 emergency.

COVID-19 Recovery Expenses: Disbursements made on or after March 24, 2020 for the following purposes:

1. Purchase of equipment, infrastructure, technology or other capital assets necessary to permit the applicant to prevent the transmission of COVID-19 and provide a healthy and safe work environment for its employees, including the modification of work stations and furniture, the installation of barriers, shields and plexiglass
2. Expenses to comply with OSHA and VDH safety standards relating to COVID-19 prevention, including the purchase or improvement of high efficiency ventilation systems or hand-washing stations
3. Expenses to reconfigure business facilities to comply with physical distancing standards to prevent the transmission of COVID-19, including the installation of drive-through windows
4. Expenses for the utilization or phase-in of touch-free technology or equipment, such as touch-free toilets, sinks, fixtures, dispensers and trash cans; installation of signage to encourage physical distancing and hand-washing
5. Purchase of equipment, infrastructure, technology or other services to prepare for and respond to coronavirus: necessary expenses related to long-term economic recovery and expenses related to the establishment of alternative business sales and delivery methods, including web-based platforms.

6. How are applications ranked?

Applications are received and processed on a first-come, first-served basis.

7. On the RebuildVA application, there is a question to indicate industry sector, but agriculture or farming isn't an option.

Select the "Other" option and use the textbox to identify your industry sector (e.g. agriculture, farm, poultry, dairy, etc.)

8. How long will it take for farms to be issued a DUNS number (if they don't already have one) and what is the process for doing so?

- a. You may apply here for a [DUNS Number](#) (click); then go the "D-U-N-S Number" tab on the website and follow instructions
- b. A DUNS make take 2 weeks or more to receive, however you should submit the VA W-9 only (not the Federal form) and make a note when you submit it that you have applied for a DUNS
- c. Click here to Download the Virginia [substitute form W-9](#); complete and upload it with your other documents

9. If a grower or farmer doesn't have access to electronic filing, is there a state agency who can assist?

Yes, there are 26 Virginia Small Business Development Centers across the Commonwealth that you may contact for assistance; go to <https://www.virginiasbdc.org/locations/> for the SBDC convenient for you. You can also contact your local Extension Office for additional assistance.

Applications can be printed, completed and mailed, if necessary, to the following address:
 Rebuild VA Grant Fund Processing
 P. O. Box 446 Richmond, VA 23218-0446

10. If your initial application is denied, can you appeal the decision? How do you find out why you were initially denied?

Yes, you may appeal your decision by email to the Executive Director, Virginia Small Business Financing Authority, at howard.pisons@sbsd.virginia.gov. Allow at least two weeks for review

11. Do you need to include a full tax return document, or only the first few pages of annual revenue information?

It is not required to submit your entire 2019 Federal Income Tax Return packet. Required documents include all signature pages and the Profit & Loss Statement portion.

12. How many months of utility statements are required?

Submit the most recent billing statement to confirm the following eligible business utility expenses: electric, water-sewer, gas, telephone and internet services.

13. How do you submit Operating loans or Line of credit loans?

You can submit current amount on operating loan, it is looked at as an annual payment. It will be divided by 12 to get the monthly payment.

14. Should I submit all eligible expenses or can I select a few to submit?

You are encouraged to submit all eligible expenses, but less if you want, it's up to you. The award calculation is based on the expense for which you want reimbursement and the documentation that you provide to support it.

15. What if I don't have a written lease agreements or invoices for rent?

All eligible expense reimbursement requests must be supported by commercially accepted documentation

16. How do I submit year to date income statements?

You can show your YTD Income statement in a spreadsheet or Quickbooks printout.

USDA Coronavirus Food Assistance Program (CFAP)

Title & Source	Description	Contact
Direct Support to Farmers & Ranchers	<ul style="list-style-type: none"> • \$16 billion relief package to directly support commodity producers of any size. • Intended to provide financial assistance to producers of agricultural commodities who have suffered a 5%+ price decline or who had losses due to market supply chain disruptions due to COVID-19 and face additional significant market costs. Eligible commodities are listed at the bottom of this page. 	Pete Adamson, Farm Loan Chief 804-287-1580 pete.adamson@va.usda.gov

	<ul style="list-style-type: none"> Beginning May 26, USDA Farm Service Agency will be accepting applications via phone appointments. The application form and a payment calculator for producers will be available once online sign-ups begin. Find more information on how to apply once sign-up begins here. 	
Farmers to Families Food Box Program (Food Purchase & Distribution Support)	<ul style="list-style-type: none"> Intended to support regional and local distributors whose workforce has been impacted by closure of restaurants, hotels and other food service entities. Agriculture Marketing Service's Commodity Procurement Program will partner with distributors to purchase \$3 billion in fresh produce, dairy and meat. Contractors for this program have already been approved. TBD if there will be a second round of applications / funding. 	For more information about the Farmers to Families Food Box Program contact USDAFoodBoxDistributionProgram@usda.gov

CFAP Eligible Commodities:

Non-specialty Crops: malting barley, canola, corn, upland cotton, millet, oats, soybeans, sorghum, sunflowers, durum wheat, and hard red spring wheat
Wool

Livestock: cattle, hogs and sheep (lambs and yearlings only)

Dairy

Specialty Crops: fruits (apples, avocados, blueberries, cantaloupe, grapefruit, kiwifruit, lemons, oranges, papaya, peaches, pears, raspberries, strawberries, tangerines, tomatoes, watermelons), vegetables (artichokes, asparagus, broccoli, cabbage, carrots, cauliflower, celery, sweet corn, cucumbers, eggplant, garlic, iceberg lettuce, romaine lettuce, dry onions, green onions, peppers, potatoes, rhubarb, spinach, squash, sweet potatoes, taro), nuts (almonds, pecans, walnuts), beans and mushrooms.

*USDA will consider additional crops to be eligible for CFAP by collecting information on potentially eligible crops as outlined under "Request for Additional Commodities" on the [CFAP Home Page](#)

Non-Disaster Financial Resources for Ag & Forestry Businesses in Virginia

Title & Source	Description	Contact
Resources for Individual, For-Profit Businesses		
Governor's Agriculture and Forestry Industries Development Fund (AFID)	<ul style="list-style-type: none"> Grants made to one or more political subdivisions to benefit a new or expanding facility that adds value to Virginia grown agriculture or forestry products Grant amount based on ROI and other factors, not to exceed \$250,000 or 25% of qualified capital investment (the lesser) Requires dollar-for-dollar local match from applicant's locality (cash or qualified in-kind) A minimum of 30% of the facility's new agriculture or forestal products must be Virginia-grown 	Stephen Versen, VDACS 804-786-6911 Stephen.Versen@vdacs.virginia.gov

<u>Business & Industry Guaranteed Loan Program (B&I), USDA Rural Development</u>	<ul style="list-style-type: none"> • Program guarantees loans by commercial lenders to rural businesses. • Maximum \$25 million aggregate loan amount to any one borrower. • Must be located in an eligible rural area which is defined as being outside of cities or towns with a population of 50,000 or more and the surrounding built-up areas. • Requires equity investment on the part of owners. 20% tangible balance sheet equity for new businesses and 10% for existing businesses. 	Barbara J. "BJ" Fulcher 804-287-1604 bj.fulcher@va.usda.gov
<u>Rural Energy for America Program (REAP), USDA Rural Development</u>	<ul style="list-style-type: none"> • Assists agriculture producers and rural small businesses in decreasing energy costs • Grants, loan guarantees, and combination loan guarantee/grant to finance purchase and installation of renewable energy systems and energy efficiency improvements. • Small businesses must be located in eligible rural areas, defined as being outside of cities or towns with a population of 50,000 or more and the surrounding built-up areas. • Agricultural producers are not required to be in rural areas 	Sydney Long 804-287-1606 sydney.long@va.usda.gov
<u>Value-Added Producer Grants (VAPG), USDA Rural Development</u>	<ul style="list-style-type: none"> • Competitive matching grant funds to help independent agricultural producers enter into value-added activities related to processing and/or marketing of new products; set aside for beginning and socially disadvantaged farmers; • Applicants are not required to be located in rural areas • Maximum Grants: \$75,000 Planning and \$200,000 Working Capital 	Laurette Tucker 434-392-4906 ext. 125 laurette.tucker@va.usda.gov
<u>Biorefinery Assistance Program, USDA Rural Development</u>	<ul style="list-style-type: none"> • Provides loan guarantees for the development, construction and retrofitting of new and emerging technologies for advanced biofuels, renewable chemicals and biobased products by providing loan guarantees up to \$250 million 	Sydney Long 804-287-1606 sydney.long@va.usda.gov
<u>Farm Ownership Loans (FO), USDA FSA</u>	<ul style="list-style-type: none"> • Loans for the purchase of farmland, to improve and expand current operations, increase agricultural productivity, and promote soil / water conservation. • Maximum loan amount is \$600,000 	Pete Adamson, Farm Loan Chief, 804-287-1580 pete.adamson@va.usda.gov
<u>Farm Operating Loans (OL), USDA FSA</u>	<ul style="list-style-type: none"> • Loans may be used to purchase livestock, farm equipment, feed, seed, fuel, farm chemicals, insurance, and other operating expenses. • Operating Loans can also be used to pay for minor improvements to buildings, costs associated with land / water development, family subsistence, and to refinance debts • Maximum loan amount is \$400,000 	Pete Adamson, Farm Loan Chief 804-287-1580 pete.adamson@va.usda.gov
<u>Down payment Farm Ownership Loans for Beginning Farmers, USDA FSA</u>	<ul style="list-style-type: none"> • Loan program to help beginning farmers and ranchers purchase a farm or ranch. This program also provides a way for retiring farmers to transfer their land to a future generation of farmers and ranchers. • Applicants must provide 5% of purchase price of the farm. 	Pete Adamson, Farm Loan Chief 804-287-1580 pete.adamson@va.usda.gov
<u>Loans to Socially Disadvantaged</u>	<ul style="list-style-type: none"> • Direct loan funds to help socially disadvantaged applicants buy and operate family-size farms and ranches. 	Pete Adamson, Farm Loan Chief 804-287-1580

<u>Farmers/Ranchers, USDA FSA</u>	<ul style="list-style-type: none"> A socially disadvantaged (SDA) applicant is one of a group whose members have been subjected to racial, ethnic, or gender prejudice because of their identity as members of the group without regard to their individual qualities, including women, African Americans, American Indians, Alaskan Natives, Hispanics, Asians, and Pacific Islanders. 	pete.adamson@va.usda.gov
<u>Youth Loans, USDA FSA</u>	<ul style="list-style-type: none"> Loans to individual rural youths to establish and operate income-producing projects of modest size in connection with their participation in 4-H clubs, FFA, and similar organizations 	Pete Adamson, Farm Loan Chief 804-287-1580 pete.adamson@va.usda.gov
<u>Beginning Farmer/Rancher Loans, USDA FSA</u>	<ul style="list-style-type: none"> Direct loan funds to beginning farmers and ranchers who are unable to obtain financing from commercial credit sources. 	Pete Adamson, Farm Loan Chief 804-287-1580 pete.adamson@va.usda.gov
<u>Emergency Loans, USDA FSA</u>	<ul style="list-style-type: none"> Loans to help producers recover from production and physical losses due to drought, flooding, other natural disasters, or quarantine 	Pete Adamson, Farm Loan Chief 804-287-1580 pete.adamson@va.usda.gov
<u>Farm Storage Facility Loan Program, USDA FSA</u>	<ul style="list-style-type: none"> Loans to producers to build or upgrade farm storage and handling facilities for soybeans, peanuts, hay, renewable biomass, pulses and oilseeds. Corn, grain sorghum, oats, wheat, barley, fruits and vegetables are also eligible, subject to program requirements. 	Brent Whitlock, Farm Program Chief 804-287-1542 Brent.Whitlock@va.usda.gov
<u>Nonrecourse Marketing Assistance Loans, USDA FSA</u>	<ul style="list-style-type: none"> Provide interim financing to meet cash flow needs without having to sell commodities when market prices are typically at harvest-time lows. Allows the producer to market crops when they choose. Producer has the option of delivering the pledged collateral instead of payment of the loan. 	Brent Whitlock, Farm Program Chief 804-287-1542 Brent.Whitlock@va.usda.gov
<u>Small Business Innovation Research (SBIR), USDA CSREES</u>	<ul style="list-style-type: none"> Competitively awarded grants to qualified small businesses to support advanced concepts research related to important scientific problems and opportunities in agriculture that could lead to significant public benefit. 	Scott Dockum, USDA SBIR Program Coordinator sdockum@nifa.usda.gov 202-720-6348
<u>Community Food Projects Competitive Grant Program (CFPCGP) USDA - NIFA</u>	<ul style="list-style-type: none"> These grants are intended to help eligible private nonprofit entities that need a one-time infusion of federal assistance to establish and carry out multipurpose community food projects specifically to help meet the food needs of low-income individuals. Planning Projects & CFP are funded from \$25,000-\$300,000 and from 1 to 3 years. One-time grants that require a dollar-for-dollar match in resources. 	Jane Clary Loveless, National Program Leader jclary@nifa.usa.gov 202-720-3891
<u>Microloan 7(m) Loan Program, SBA</u>	<ul style="list-style-type: none"> Short-term loans to small businesses for working capital or the purchase of inventory, supplies, furniture, fixtures, machinery and/or equipment. Proceeds cannot be used to pay existing debts or to purchase real estate. Maximum loan is \$50,000 	Find your local SBA district contact: https://www.sba.gov/tools/local-assistance

<u>7(a) Loan Program, SBA</u>	<ul style="list-style-type: none"> • Provides new and growing businesses with loans of up to \$5 million with an SBA guaranty of 75% to 85%. • Loans may be used to purchase equipment, inventory, fixtures, leasehold improvements, working capital, debt refinancing for compelling reasons, change of ownership. 	Find your local SBA district contact: https://www.sba.gov/tools/local-assistance
<u>SBA Express Loan Program, SBA</u>	<ul style="list-style-type: none"> • Provides term loans and revolving lines of credit up to \$350,000 with a 50% guaranty • Lenders use their own application forms and procedures and follow their own collateral policy • Quick SBA turnaround of 36 hours or less • Approved lenders have delegated credit authority. SBA confirms eligibility. 	Find your local SBA district contact: https://www.sba.gov/tools/local-assistance
<u>Small 7(a) Loan Program, SBA</u>	<ul style="list-style-type: none"> • Provides new and growing businesses with loans of up to \$350,000 with an SBA guaranty of 75% to 85%. • Loans may be used to purchase equipment, inventory, fixtures, leasehold improvements, working capital, debt refinancing for compelling reasons, change of ownership • Simplified Program open to lenders with an average of less than 20 SBA loans a year for the past three years 	Find your local SBA district contact: https://www.sba.gov/tools/local-assistance
<u>Certified Development Company (504) Loan Program, SBA</u>	<ul style="list-style-type: none"> • Provides growing businesses with long-term, fixed-rate financing up to \$5 million for major fixed assets, such as land and buildings. • Typically, a 504 project includes a loan secured with a senior lien from a private-sector lender covering up to 50 percent of the project cost, a loan secured with a junior lien from the Certified Development Company (CDC) (backed by a 100 percent SBA-guaranteed debenture) covering up to 40 percent of the cost, and a contribution of at least 10 percent equity from the small business being helped. 	Find your local SBA district contact: https://www.sba.gov/tools/local-assistance
<u>Small Business Investment Companies Program (SBIC), SBA</u>	<ul style="list-style-type: none"> • Small businesses which qualify for assistance from the SBIC program are able to receive equity capital, long-term loans, and expert management assistance. 	Find your local SBA district contact: https://www.sba.gov/tools/local-assistance
<u>Virginia Small Business Financing Authority Cash Collateral Program</u>	<ul style="list-style-type: none"> • Program supports bank loans to eligible small businesses to hold as additional collateral • Maximum cash collateral is \$500,000 or 40% of the bank loan or line, whichever is less • Bank uses its own documentation and sets the interest rate. 	Mark Heede, Executive Director Mark.Heede@sbsd.virginia.gov 804-371-8256
<u>Virginia Small Business Financing Authority Loan Guarantee Program</u>	<ul style="list-style-type: none"> • Program guarantees up to 75% of a bank loan or line of credit to an eligible small business or 501 (c) (3) non-profit. • Maximum guaranty is \$750,000. • Bank uses its own documentation and sets the interest rate. 	Mark Heede, Executive Director Mark.Heede@sbsd.virginia.gov 804-371-8256

<u>Virginia Small Business Financing Authority Economic Development Loan Fund</u>	<ul style="list-style-type: none"> • Program is designed to fill the financing gap between private debt financing and private equity. • Funds are available to local economic development authorities, 501 (c) (3) non-profits, qualifying new and expanding businesses, including agri-businesses, that are creating new jobs or saving “at risk” jobs in Virginia. • Loans available for fixed asset (land, building, equipment, etc.) financing needs. • VSBFA’s portion of the loan will be up to 40% of the total project amount or \$1,000,000, whichever is less. 	Mark Heede, Executive Director Mark.Heede@sbsd.virginia.gov 804-371-8256
<u>Virginia Small Business Financing Authority Small Business Microloan Program</u>	<ul style="list-style-type: none"> • Provides up to \$25,000 to existing small businesses for equipment and working capital • Does not require a bank’s participation in the transaction • Requires a minimum credit score of 650 and two years in business • Loans made for up to 48 months at a low fixed rate 	Mark Heede, Executive Director Mark.Heede@sbsd.virginia.gov 804-371-8256
<u>Natural Capital Investment Fund</u>	<ul style="list-style-type: none"> • Provides debt or subordinated debt ranging from \$35,000 to \$500,000 for early to expansion-stage companies with market traction & growth opportunities. NCIF often partners with traditional lenders to provide gap financing for transactions. • Stage: Sectors targeted: sustainable forestry and forest products; value-added & sustainable agriculture; renewable energy and fuels; eco- and heritage tourism; energy efficiency; natural medicines; green building; environmental services; recycling & water conservation. • Focused on Southwest and Southside Virginia. 	Marten Jenkins, CEO 304-870-2207 mjenkins@conservationfund.org www.ncifund.org
<u>Farm Credit</u>	<ul style="list-style-type: none"> • Nationwide network of borrower-owned lending institutions specializing in ag-lending, often collaborating with USDA Farm Service Agency • Offers a Young, Beginning, and Small Producers Program that provides education and mentoring 	To find the office serving your area, go to: www.farmcredit.com/locations
<u>Virginia Tobacco Region Revitalization Commission Agribusiness Grant Program</u>	<ul style="list-style-type: none"> • Provides grants and loans for Agribusiness development projects in tobacco region of Southwest and Southern VA that can demonstrate increased farm income for producers through improved facilities, new crops, value-added processes, cooperative marketing etc. • Applications must be submitted by government entities or IRS-designated non-profits • Beneficiaries may include private farms and businesses, subject to certain conditions. 	Tim Pfohl 804-786-2403 TPfohl@revitalizeva.org
<u>Tobacco Region Opportunity Fund</u>	<ul style="list-style-type: none"> • TROF incentive grants and loans assist in the creation of new jobs and private capital investment, whether through business attraction or expansion. • Applications may be submitted at any time, but must be submitted by local governments on behalf of private companies • The locality and private company must both sign a performance-based agreement to meet job and investment targets within a 36-month period 	Stacey Richardson 804-225-2027 ext .2 srichardson@revitalizeva.org

<u>Virginia Organic Cost Share Program</u>	<ul style="list-style-type: none"> Organic growers or food processors in Virginia can apply for partial reimbursement to offset the cost of becoming certified or recertified as an organic producer by 75% or up to a total of \$750. 	<p>Bill Scruggs, VDACS 804-786-3951 bill.scruggs@vdacs.virginia.gov</p> <p>Roz Stein, VDACS 804-786-3938 roz.stein@vdacs.virginia.gov</p>
<p>Resources For Producer Organizations, Non-Profits and Government</p>		
<u>USDA Specialty Crop Block Grant Program, administered by VDACS</u>	<ul style="list-style-type: none"> Agricultural associations, industry / producer groups, community based organizations, and academia can apply for grants of up to \$30,000 for projects that seek to improve the competitiveness of specialty crops in Virginia. 	<p>Melissa Ball, VDACS 804-786-5448 Melissa.Ball@vdacs.virginia.gov</p>
<u>Rural Cooperative Development Grants (RCDG), USDA Rural Development</u>	<ul style="list-style-type: none"> Grants are made to non-profit organizations for establishing and operating centers for cooperative development for the primary purpose of improving the economic condition of rural areas through the development of new cooperatives and improving operations of existing cooperatives. 	<p>Laurette Tucker 434-392-4906, ext. 125 804-287-1606 laurette.tucker@va.usda.gov</p>
<u>Socially-Disadvantaged Groups Grant</u>	<ul style="list-style-type: none"> Provides technical assistance to socially-disadvantaged groups through cooperatives and Cooperative Development Centers Examples of eligible technical assistance include: feasibility studies, business plans, strategic planning and leadership planning. The Cooperative or center can be located in any area, but the groups assisted by that organization must be located in an eligible rural area. 	<p>Laurette Tucker 434-392-4906, ext. 125 804-287-1606 laurette.tucker@va.usda.gov</p>
<u>Rural Business Development Grant (RBDG), USDA Rural Development</u>	<ul style="list-style-type: none"> Grants to public bodies, private nonprofit corporations, and federally-recognized Indian Tribal groups to finance and facilitate development of small and emerging private business enterprises in rural areas. Ten percent of funds are set aside for area wide economic development planning. Grants limited to \$500,000, grants under \$100,000 receive the highest priority. Funds to finance or develop small and emerging businesses with 50 or fewer employees and \$1,000,000 in annual revenue; funds do not go directly to the business. Grants to establish revolving loan funds, purchase equipment or construct facilities. Must be located in an eligible rural area which is defined as being outside of cities with a population of 50,000 or more and the surrounding built-up areas. 	<p>Barbara J. "BJ" Fulcher 804-287-1604 bj.fulcher@va.usda.gov</p>

<u>Intermediary Relending Program (IRP), USDA Rural Development</u>	<ul style="list-style-type: none"> • Loans made to intermediaries. Intermediaries re-lend funds to ultimate recipients for business facilities or community development. • Loans from intermediaries to ultimate recipients must be for the establishment of new businesses, the expansion of existing businesses, creation of employment opportunities, saving of existing jobs, or community development projects. • Eligible projects must be located outside of cities with a population of 50,000 or more. 	Barbara J. "BJ" Fulcher 804-287-1604 bj.fulcher@va.usda.gov
<u>Rural Economic Development Loan & Grant Program (REDG), USDA Rural Development</u>	<ul style="list-style-type: none"> • Funding for rural projects through electric & telephone utilities to promote sustainable rural economic development & job creation projects • Requires 20% match by intermediary and 20% contribution by borrower. • Project must be located in an eligible rural area which is defined as being outside of cities with a population of 50,000 or more and the surrounding built-up areas. 	Barbara J. "BJ" Fulcher 804-287-1604 bj.fulcher@va.usda.gov

For more information, please contact:
Stephen Versen (804-786-6911, Stephen.Versen@vdacs.virginia.gov)
<http://www.vdacs.virginia.gov/agribusiness>