Virginia Department of Agriculture and Consumer Services

Environment Virginia

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Financing Resources for New Farmers in Virginia

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Agriculture and Forestry Development Services
VDACS

Business Planning Resources

- **Virginia Small Business Development Centers**

  www.virginiasbdc.org

- **Virginia Foundation for Agricultural Innovation and Rural Sustainability**

  www.vafairs.com

- **Virginia Enterprise Initiative Sites**

  (Microenterprise Development)

  - ECDC Enterprise Development Group (Northern Va)

    www.entdevgroup.org
  - New Visions, New Ventures (Central Va)

    www.nvnv.org
  - People Incorporated (Southwestern Va)

    www.peopleinc.net

USDA - Farm Service Agency

- ***Farm Ownership*** *– up to $300,000 direct loan funds (5%/40 years) and 90% loan guarantee to purchase land, construct new buildings, and promote soil and water.*
- ***Downpayment Loan*** *– Loan for up to 45% of land value ($225,000 max) of farm purchase, requires 5% downpayment. Interest rate only 1.5% for maximum of 20 years.*
- ***Operating Loans*** *– up to $300,000 direct loan funds (2.875%/7 years) and 90% loan guarantee to purchase machinery, equipment, and livestock, for operating expenses and refinancing.*

USDA - Farm Service Agency

- ***Direct loan funds for experienced farmers only****. Loan guarantees available to all.*
- *Funding set asides for small, woman-owned, beginning, or traditionally disadvantaged farmers*
- *Go to: **www.fsa.usda.gov** for general info on programs*
- *Go to: **http://offices.sc.egov.usda.gov*** to contact their local service centers to speak about their specific situation

Small Business Administration

- Microloan 7(m) Loan Program –Short-term loans ($35,000 max) for working capital
- 7(a) Loan Program - Up to $2 million with an SBA guaranty of 75% to 85%
- SBA primarily offers guarantees, so must start by requesting small business loan from a traditional lender
- For more, general information, go to: www.sba.gov/financing

Farm Credit

- Nationwide network of borrower-owned lending institutions specializing in ag-lending
- Offers a Young, Beginning, and Small Producers Program that provides education and mentoring
- To your local office, go to: www.farmcreditnetwork.com

Grants

- **USDA Rural Energy for America Program** – Grants (max $500,000 or 25% of project), loan guarantees, and combinations for renewable energy systems and energy efficiency improvements
- **USDA Value-Added Producer Grants** – Matching grants for ag producers to enter into value-added activities (Planning grants - $100,000 max, Working Capital grants - $300,000 max)
- For general information, go to: **www.rurdev.usda.gov**

For specific questions, contact:

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VDACS - Division of Marketing and Development

- Agriculture and Forestry Development Services*
- Regional Market Development Managers*
- Virginia Grown and Virginia Finest programs - www.vdacs.virginia.gov/vagrown
- Direct Marketing Services (and more) - www.vdacs.virginia.gov/marketing

*Contact Robins Buck for more information

Thank you!

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