



Application for Maryland Shellfish Aquaculture Financing -- 2012 Round 1 **(Due to funding constraints, this Round is limited to TFL-holders ONLY)**

The increased production of oysters and clams in the Chesapeake and Coastal Bays of Maryland will be a key contributor to expanding the region's seafood industry. The Maryland Agricultural and Resource-Based Industry Development Corporation (MARBIDCO) is partnering with the Maryland Department of Natural Resources (DNR) to help make affordable, subsidized loan financing available to commercial watermen wishing to start or expand shellfish aquaculture operations. The University of Maryland is also contributing to this important effort by making training and business planning assistance available to current and prospective commercial shellfish growers.

Because the demand for funding is expected to exceed available financial resources in the short-term, MARBIDCO and DNR will give priority to applicants who plan to begin shellfish production operations during 2012. Persons holding State water column leases (or who have applied for water column leases) are also eligible to apply. In addition, all applicants must have production and business plans that demonstrate the financial feasibility of the planned aquaculture operation. A shellfish aquaculture business planning template and other useful information concerning shellfish aquaculture can be found on the internet at: www.dnr.maryland.gov/fisheries/oysters/industry/funding.asp. Information about the Shellfish Aquaculture Financing Program and starting an aquaculture business in Maryland can also be obtained from the DNR Fisheries Service office by calling 410-260-8325.

All applications to the Maryland Shellfish Aquaculture Financing Fund (including any required attachments) must be submitted by Friday, March 30, 2012. Additional information about the shellfish aquaculture financing program is provided below. A project financing submission checklist is included at the end of the application form which should be reviewed carefully.

Eligible expenses: Commercial aquaculture projects, with approved business plans, to raise oysters or clams in the waters of the Chesapeake or Coastal Bays. For this final round of funding for 2012 all of the requested loan proceeds would be used to purchase substrate (e.g., shell) or seed (or larvae). On-bottom and water column aquaculture production projects are all potentially eligible to be funded. However, the purchase of motor vehicles, including boats and trucks, are not eligible expenses under this program, as are equipment items in the final round for 2012. **All borrowers need to indicate from where they plan to purchase shell/substrate and/or seed/larvae.**

Minimum/maximum loan amounts: \$5,000 to \$100,000.

Basic eligibility requirements: There are three basic requirements to be eligible to receive funding under this program: 1) An applicant must either hold a shellfish aquaculture lease from DNR currently, or have applied for such a lease; 2) An applicant must demonstrate that the proposed shellfish aquaculture production will begin in 2012; and, 3) and at least one of the applicants must be a commercial waterman who holds a tidal fisheries license (TFL). **Priority will be given to applicants who have received less than \$100,000 in Shellfish Aquaculture funding previously from MARBIDCO.**

Borrower equity: At least 10% of loan amount (as a cash contribution used to implement the aquaculture project -- however, ownership of a commercial workboat could help to satisfy this requirement).

Loan interest rate: 5% APR (this is the maximum rate; the rate could be lower during the first one to three years of the term of the loan depending on the nature of the project to be financed).

Borrower credit history: A credit bureau score of at least 620 and no bankruptcy within the last seven years. For borrowers with credit scores of less than 620, a qualifying loan co-signer will be required.

Loan repayment assistance: This program potentially offers a substantial loan subsidy to borrowers to help reduce the debt service expense for starting or expanding a commercial shellfish aquaculture operation. Loan terms will normally be for three to five years, and all borrowers will be required to make loan repayments on a quarterly basis. During the first one to three years of the term of the loan agreement, only modest interest-only payments of 3% (APR) would be required; thereafter, regular amortizing loan payments would be due with 40% of the principal amount of the loan forgiven for borrowers who are in good standing on making their payments and implementing their production plans. The interest rate during the full amortization period will be 5% (APR) ***NOTE: Borrowers who are not in good standing would not receive the partial loan forgiveness and will be obligated to repay the entire amount of the original loan.***

Collateral security: These loans do not require traditional collateral security. Only the personal guarantees of all borrowers will be required. ***However, borrowers holding a DNR shellfish aquaculture lease may have the lease revoked if they are not in good standing on their loan repayment obligations to MARBIDCO.*** In addition, if a shellfish crop insurance product becomes commercially available in the future, borrowers must then purchase appropriate coverage and make MARBIDCO a loss payable assignee for the amount of the loan obligation.

Project feasibility and financing request approval: The goal of this program is to help fund applications that have the best chance of success in terms of financial viability and getting shellfish to market. (And due to certain funding restrictions, approximately two-thirds of the available program funds will be used to assist commercial watermen holding tidal fisheries licenses.) A Shellfish Aquaculture Financing Committee will evaluate the credit worthiness of the prospective borrower(s), as well as the viability of the proposed project production and business plan (including the financial projections) that are required to be submitted with the application for financial assistance. The Committee consists of knowledgeable representatives from the Maryland Department of Natural Resources, University of Maryland, Mid Atlantic Farm Credit and MARBIDCO. Projects with insufficient production and business plans and future projections of positive cash flows will not be approved; however these may be revised and re-submitted in the future.

Loan application fee: None.

Send a completed and signed original application form, including all the required attachments, AND SUBMIT FIVE ADDITIONAL COPIES OF THE ORIGINAL MATERIALS to:

**MARBIDCO Loan Programs Office
1410 Forest Drive, Suite 26
Annapolis, MD 21403**

NOTE: All application materials (including one original and five additional copies) must be hand-delivered or post-marked no later than March 30, 2012. Late applications may not be considered.

SECTION 1: APPLICANT INFORMATION

Business/Individual Name _____

Business Address _____ County _____

City _____ State _____ Zip Code _____

Contact Person _____ Title _____

Work Telephone _____ E-mail _____

Home Telephone _____ Mobile Phone _____

SHELLFISH AQUACULTURE LOAN REQUEST INFORMATION

Shellfish Aquaculture LEASE NUMBER(s)

(Or, if in process, please indicate the date that you applied for your lease): _____

Total Amount of Funds Requested: \$ _____ **Term Requested: _____ years**

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

Sources of Borrower Equity (or Cash) to Help Pay for the Project:

Source	Amount
	\$
	\$
Total	\$

Production Assets:

(List major shellfish production assets that are currently owned by you including workboats, upwellers, etc.)

Production Assets	Est. Value	Lien Holders (bank, etc.)	Amount Owed
	\$		\$
	\$		\$
	\$		\$
	\$		\$
	\$		\$
	\$		\$

BUSINESS STRUCTURE

Year & State Established/Incorporated _____

Corporation Partnership Proprietorship Agricultural Cooperative LLC

SECTION 2: PROJECT INFORMATION

BRIEF DESCRIPTION OF PROJECT

In addition to briefly describing your project, please be sure to explain how the funds from this loan will aid production of shellfish on your lease. Also, please include specific information about what will be purchased with these funds.

Where are you going to purchase shell/substrate and larvae/seed from?

What will you pay for the shell or substrate? \$_____ per _____ (Delivery included: Y / N)

And, if applicable, when will it be moved to your lease?_____

EMPLOYMENT DATA RELATED TO THE AQUACULTURE BUSINESS

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

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

PROJECT ADVISOR(S) (If Applicable)

1-Name _____ Title _____

Institution/Firm _____

Work Telephone _____ E-mail _____

2-Name _____ Title _____

Institution/Firm _____

Work Telephone _____ E-mail _____

SECTION 3: MANAGEMENT/OWNERSHIP

1-Name _____ Title _____

Social Security # _____ Date of Birth _____ % Ownership _____

Address _____ City _____

State _____ Zip Code _____ Telephone _____

Tidal Fisheries License Number _____

2- Name _____ Title _____

Social Security # _____ Date of Birth _____ % Ownership _____

Address _____ City _____

State _____ Zip Code _____ Telephone _____

Tidal Fisheries License Number _____

3- Name _____ Title _____

Social Security # _____ Date of Birth _____ % Ownership _____

Address _____ City _____

State _____ Zip Code _____ Telephone _____

Tidal Fisheries License Number _____

4- Name _____ Title _____

Social Security # _____ Date of Birth _____ % Ownership _____

Address _____ City _____

State _____ Zip Code _____ Telephone _____

Tidal Fisheries License Number _____

(Please attach additional sheets if necessary)

LAND-BASED FACILITIES (if any)

If Owned

Size(acres) _____ Location _____

If Leased

Size(acres) _____ Location _____

Type and # of buildings/structures _____

DECLARATIONS

If answering "yes" to any of these questions, please provide an explanation on a separate sheet and attach. (Note: Answering "yes" to any question is not necessarily disqualifying.)

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

SECTION 4: SIGNATURES

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

The Federal Equal Credit Opportunity Act prohibits creditors from discriminating against credit applicants on the basis of race, color, religion, national origin, sex, marital status or age (provided that the applicant has the capacity to enter into a binding contract), because all or part of the applicant's income derives from any public assistance program, or because the applicant has in good faith exercised any right under the Consumer Credit Protection Act. The Federal agency that administers compliance with this law concerning this creditor is the Federal Trade Commission, Equal Credit Opportunity, Washington, D.C. 20580.

AUTHORITY TO COLLECT PERSONAL INFORMATION

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

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

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

CERTIFICATION

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

Signature _____ Signature _____

Printed Name _____ Printed Name _____

Date _____ Date _____

Signature _____ Signature _____

Printed Name _____ Printed Name _____

Date _____ Date _____

SECTION 5: ATTACHMENTS CHECKLIST

PLEASE REVIEW THIS CAREFULLY TO MAKE SURE THE FOLLOWING INFORMATION IS INCLUDED WITH YOUR SUBMISSION

1. Description and history of the applicant individual or company.
2. A copy of the DNR Shellfish Aquaculture Lease (if it has been approved).
3. Production and business plan for the project to receive financing (including 5 years of financial projections).
4. Applicant *and* business operation tax return(s) for the preceding year (please include all schedules).
5. Completed Balance Sheet (attachment 1).
6. Completed Pro Forma Income Statement (attachment 2 – 6 pages).
7. Completed Debt Repayment Schedule (attachment 3).
8. A signed original application and all attachments PLUS FIVE COPIES of the entire submission MUST ALSO BE SUBMITTED (Note: except for the tax return - Only one copy of the tax return need be submitted).

Note: MARBIDCO agrees to hold Recipient's Application and Financial Reports in confidence to the extent reasonably permitted by Title 10, Subtitle 6 of the State Government Article of the *Annotated Code of Maryland*. Notwithstanding the foregoing, MARBIDCO shall not be obligated to maintain in confidence any information: 1) which was already known to MARBIDCO; or, 2) which is or comes into the public domain through no fault of MARBIDCO; or, 3) which is independently developed by MARBIDCO; or, 4) which comes to MARBIDCO from a third party which is not in violation of any obligation of confidentiality to Applicant or MARBIDCO.

Balance Sheet

(Please fill out a separate balance sheet for each guarantor and the business, when applicable.)

Balance Sheet Date: _____

<u>Assets</u>	<u>Liabilities</u>
Current Assets	Current Liabilities
Cash _____	Accounts Payable _____
Accounts Receivable _____	Credit Cards (specify): _____
Notes Receivable _____	_____
Savings Accounts _____	_____
Seed Oysters _____	Notes Payable (specify): _____
Bushels (or yds) of Shell _____	_____
Other Current Assets _____	_____
Current Assets _____	Other Liabilities _____
Commercial Workboat _____	Current Liabilities _____
Automobiles and Trucks _____	Current Portion of Long Term Debt* _____
Machinery & Equipment _____	_____
Shops & Supplies _____	Mortgages (specify) _____
Other _____	_____
IRA/401K Retirement Accts _____	_____
Waterfront Land _____	_____
Acres _____	_____
Farm Land _____	_____
Acres _____	_____
Acres _____	Car & Workboat Loans (specify) _____
Forest Land _____	_____
Acres _____	Other long-term Loans (specify) _____
Acres _____	_____
Residence _____	_____
Other Real Estate (specify) _____	_____
_____	Non Current Liabilities _____
Non Current Assets _____	Total Liabilities _____
Total Assets _____	Total Liabilities _____

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

Pro Forma Income Statement

(Revenue and expense projections for the **Current Year**)

Business Income and Expenses

Income	
Sales of:	
_____	_____
_____	_____
_____	_____
Rental Income	_____
Fishing Income	_____
Other Income (specify)	_____
_____	_____
_____	_____
Less Cost of Spat & Shell	_____
Gross Business Income	_____

Expenses	
Advertising	_____
Workboat Expenses	_____
Car/Truck Expenses	_____
Salaries & Wages	_____
Labor Hired	_____
Consultants	_____
Consumable equipment	_____
Repairs, Maintenance	_____
Freight, Trucking	_____
Gasoline, Fuel, Oil	_____
Insurance	_____
Rent of Machinery & Equip	_____
Rent of Farm, Pasture	_____
Storage, Warehousing	_____
Utilities	_____
Miscellaneous Expenses (specify)	_____
_____	_____
_____	_____
_____	_____
Total Business Expenses	_____
Net Business Income	_____

Other/Personal Income and Expenses

Income	
Salaries & Wages	_____
Interest & Dividends	_____
Rentals	_____
Pension/Social Security	_____
Alimony/Child Support	_____
Other Income (specify)	_____
_____	_____
_____	_____
Gross Other Income	_____
Expenses	
Social Security Withholding	_____
Self-Employment Taxes	_____
Income Taxes (State & Federal)	_____
Alimony/Child Support	_____
Other Expenses (specify)	_____
_____	_____
_____	_____
Total Other Expenses	_____
Net Other Income	_____

Pro Forma Income Statement

(Revenue and expense projections for **Year 1** of the project)

Business Income and Expenses

Income	
Sales of:	
_____	_____
_____	_____
_____	_____
Rental Income	_____
Fishing Income	_____
Other Income (specify)	_____
_____	_____
_____	_____
Less Cost of Spat & Shell	_____
Gross Business Income	_____

Expenses	
Advertising	_____
Workboat Expenses	_____
Car/Truck Expenses	_____
Salaries & Wages	_____
Labor Hired	_____
Consultants	_____
Consumable equipment	_____
Repairs, Maintenance	_____
Freight, Trucking	_____
Gasoline, Fuel, Oil	_____
Insurance	_____
Rent of Machinery & Equip	_____
Rent of Farm, Pasture	_____
Storage, Warehousing	_____
Utilities	_____
Miscellaneous Expenses (specify)	_____
_____	_____
_____	_____
_____	_____
Total Business Expenses	_____
Net Business Income	_____

Other/Personal Income and Expenses

Income	
Salaries & Wages	_____
Interest & Dividends	_____
Rentals	_____
Pension/Social Security	_____
Alimony/Child Support	_____
Other Income (specify)	_____
_____	_____
_____	_____
Gross Other Income	_____
Expenses	
Social Security Withholding	_____
Self-Employment Taxes	_____
Income Taxes (State & Federal)	_____
Alimony/Child Support	_____
Other Expenses (specify)	_____
_____	_____
_____	_____
Total Other Expenses	_____
Net Other Income	_____

Pro Forma Income Statement

(Revenue and expense projections for **Year 2** of the project)

Business Income and Expenses

Income	
Sales of:	
_____	_____
_____	_____
_____	_____
Rental Income	_____
Fishing Income	_____
Other Income (specify)	_____
_____	_____
_____	_____
Less Cost of Spat & Shell	_____
Gross Business Income	_____

Expenses	
Advertising	_____
Workboat Expenses	_____
Car/Truck Expenses	_____
Salaries & Wages	_____
Labor Hired	_____
Consultants	_____
Consumable equipment	_____
Repairs, Maintenance	_____
Freight, Trucking	_____
Gasoline, Fuel, Oil	_____
Insurance	_____
Rent of Machinery & Equip	_____
Rent of Farm, Pasture	_____
Storage, Warehousing	_____
Utilities	_____
Miscellaneous Expenses (specify)	_____
_____	_____
_____	_____
_____	_____
Total Business Expenses	_____
Net Business Income	_____

Other/Personal Income and Expenses

Income	
Salaries & Wages	_____
Interest & Dividends	_____
Rentals	_____
Pension/Social Security	_____
Alimony/Child Support	_____
Other Income (specify)	_____
_____	_____
_____	_____
Gross Other Income	_____
Expenses	
Social Security Withholding	_____
Self-Employment Taxes	_____
Income Taxes (State & Federal)	_____
Alimony/Child Support	_____
Other Expenses (specify)	_____
_____	_____
_____	_____
Total Other Expenses	_____
Net Other Income	_____

Pro Forma Income Statement

(Revenue and expense projections for **Year 3** of the project)

Business Income and Expenses

Income	
Sales of:	
_____	_____
_____	_____
_____	_____
Rental Income	_____
Fishing Income	_____
Other Income (specify)	_____
_____	_____
_____	_____
Less Cost of Spat & Shell	_____
Gross Business Income	_____

Expenses	
Advertising	_____
Workboat Expenses	_____
Car/Truck Expenses	_____
Salaries & Wages	_____
Labor Hired	_____
Consultants	_____
Consumable equipment	_____
Repairs, Maintenance	_____
Freight, Trucking	_____
Gasoline, Fuel, Oil	_____
Insurance	_____
Rent of Machinery & Equip	_____
Rent of Farm, Pasture	_____
Storage, Warehousing	_____
Utilities	_____
Miscellaneous Expenses (specify)	_____
_____	_____
_____	_____
_____	_____
Total Business Expenses	_____
Net Business Income	_____

Other/Personal Income and Expenses

Income	
Salaries & Wages	_____
Interest & Dividends	_____
Rentals	_____
Pension/Social Security	_____
Alimony/Child Support	_____
Other Income (specify)	_____
_____	_____
_____	_____
Gross Other Income	_____
Expenses	
Social Security Withholding	_____
Self-Employment Taxes	_____
Income Taxes (State & Federal)	_____
Alimony/Child Support	_____
Other Expenses (specify)	_____
_____	_____
_____	_____
Total Other Expenses	_____
Net Other Income	_____

Pro Forma Income Statement

(Revenue and expense projections for **Year 4** of the project)

Business Income and Expenses

Income	
Sales of:	
_____	_____
_____	_____
_____	_____
Rental Income	_____
Fishing Income	_____
Other Income (specify)	
_____	_____
_____	_____
Less Cost of Spat & Shell	_____
Gross Business Income	_____

Expenses	
Advertising	_____
Workboat Expenses	_____
Car/Truck Expenses	_____
Salaries & Wages	_____
Labor Hired	_____
Consultants	_____
Consumable equipment	_____
Repairs, Maintenance	_____
Freight, Trucking	_____
Gasoline, Fuel, Oil	_____
Insurance	_____
Rent of Machinery & Equip	_____
Rent of Farm, Pasture	_____
Storage, Warehousing	_____
Utilities	_____
Miscellaneous Expenses (specify)	
_____	_____
_____	_____
_____	_____
Total Business Expenses	_____
Net Business Income	_____

Other/Personal Income and Expenses

Income	
Salaries & Wages	_____
Interest & Dividends	_____
Rentals	_____
Pension/Social Security	_____
Alimony/Child Support	_____
Other Income (specify)	
_____	_____
_____	_____
Gross Other Income	_____
Expenses	
Social Security Withholding	_____
Self-Employment Taxes	_____
Income Taxes (State & Federal)	_____
Alimony/Child Support	_____
Other Expenses (specify)	
_____	_____
_____	_____
Total Other Expenses	_____
Net Other Income	_____

Pro Forma Income Statement

(Revenue and expense projections for **Year 5** of the project)

Business Income and Expenses

Other/Personal Income and Expenses

Income

Income

Sales of:	
_____	_____
_____	_____
_____	_____
Rental Income	_____
Fishing Income	_____
Other Income (specify)	_____
_____	_____
_____	_____
Less Cost of Spat & Shell	_____
Gross Business Income	_____

Salaries & Wages	
Interest & Dividends	_____
Rentals	_____
Pension/Social Security	_____
Alimony/Child Support	_____
Other Income (specify)	_____
_____	_____
_____	_____
Gross Other Income	_____

Expenses

Expenses

Advertising	
Workboat Expenses	_____
Car/Truck Expenses	_____
Salaries & Wages	_____
Labor Hired	_____
Consultants	_____
Consumable equipment	_____
Repairs, Maintenance	_____
Freight, Trucking	_____
Gasoline, Fuel, Oil	_____
Insurance	_____
Rent of Machinery & Equip	_____
Rent of Farm, Pasture	_____
Storage, Warehousing	_____
Utilities	_____
Miscellaneous Expenses (specify)	_____
_____	_____
_____	_____
_____	_____
Total Business Expenses	_____
Net Business Income	_____

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

Business Debt Repayment Schedule

Date: _____

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

Personal Debt Repayment Schedule

(Including Car Loans)

Date: _____

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