



Application for Maryland Shellfish Aquaculture Financing Fund

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.

Persons holding State submerged land or water column aquaculture leases (or 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. A shellfish aquaculture business planning template and other useful information concerning shellfish aquaculture can be found on the internet at http://dnr.maryland.gov/fisheries/Pages/aquaculture/shellfish.aspx. 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) should be submitted as soon as completed as loans will be processed in the order they are received. 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 funding, all of the requested loan proceeds would be used to purchase substrate (e.g., shell), seed (or larvae), or capital equipment (equipment with a 15-year life expectancy with routine maintenance). On-bottom and water column (i.e., cages or floats) 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. All borrowers need to indicate from where they plan to purchase shell or substrate.

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

Basic eligibility requirements: There are two 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; and 2) An applicant must demonstrate that the proposed shellfish aquaculture production will begin within 12 months of lease approval. In addition, for any requests that include loan proceeds to be used for seed (or larvae), 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 the 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: 5.25% (This is the maximum rate; the rate can be as low as 3.00% during the first one to three years of the term of the loan depending on the length of the interest-only period that is needed.)

Loan terms: Substrate and Seed – maximum of 5 years (1-3 years interest-only and 2 years P&I)

Capital Equipment – maximum of 7 years (1-3 years interest-only and 4 years P&I) Blended Purchases – maximum of 6 to 7 years (1-3 years interest-only and 4 years P&I)

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:

First-Time Borrowers: 40% principal forgiveness (up to a maximum of \$100,000)

Existing Borrowers: 25% principal forgiveness (\$100,000 to \$300,000)

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 seven 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 3.00% would be required; thereafter, regular amortizing loan payments would be due with 40% of the principal amount of the loan forgiven, for the **first-time** borrowers who are in good standing on making their payments and implementing their production plans. **Existing borrowers** who are in good standing on making their payments and implementing their production plans will receive 25% of the principal amount of the loan forgiven. The interest rate during the full amortization period will be 5.25%. *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, a significant portion of the available program funds will be used to assist only 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 Extension, 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, to:

MARBIDCO Loan Programs Office 1410 Forest Drive, Suite 21 Annapolis, MD 21403

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	
(Or, if in process, please indicate the date the Lease Acreage: Total Amount of Funds Requested: \$		years
Use of Funds	Amount	
ose of runus	\$	
	\$	
	\$	
	\$	
Sources of Borrower Equity (or Cash) to He	lp 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/Incorporate	ted		
☐ Corporation ☐ Partnership ☐ Pro			
SECTION 2: PROJECT INFORMATION BRIEF DESCRIPTION OF THE PROJECT In addition to briefly describing your project, please be sure to explain how the funds from this loan will aid the 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?
		(Delivery included: Y / N)	
And, if applicable, when will it be mo	ved to your lease?		
EMPLOYMENT DATA RELATED TO	O THE AQUACULTURE BUSIN	NESS	
# of full-time jobs current	# of NEW full-time jobs	s projected within 36 months	
# of part-time jobs current	# of NEW part-time job	os projected within 36 months	
PROJECT ADVISOR(S) (If Applicabl	e)		
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	Cit	y
StateZip Code	Telephone	
Tidal Fisheries License Number	Email	
2 - Name		_ Title
Social Security #	Date of Birth	% Ownership
Address	Cit	y
StateZip Code	Telephone	
Tidal Fisheries License Number	Email	
3 - Name		_ Title
Social Security #	Date of Birth	% Ownership
Address	Cit	y
StateZip Code	Telephone	
Tidal Fisheries License Number	Email	
4- Name		_ Title
Social Security #	Date of Birth	% Ownership
Address	Cit	y
StateZip Code	Telephone	
Tidal Fisheries License Number	Email	
(Ple	ase attach additional sheets if nec	essary)
LAND-BASED FACILITIES (if any)		
If Owned Size(acres) Loca	tion	
If Leased		
Size(acres) Loca	tion	
Type and # of buildings/structures_		

DECLARATIONS

If answering "yes" to any of these questions, please provide a (Note: Answering "yes" to any question is not necessarily dis		and attach.	
1. Is the business or any of the top management personnel or co-signer for obligations not listed on its/their in		□Yes	□No
2. Is the business or any of the top management personnel	a party to any claim or lawsuit?	□Yes	\square No
3. Has the business or any of the top management personn	el ever declared bankruptcy?	□Yes	□No
4. Does the business or any of the management personnel of	owe any taxes for prior years?	□Yes	\square No
5. Have any managers or owners received a felony convicti	on?	□Yes	\square No
6. Have any managers or owners received a natural resour	ces violation?	□Yes	\square No
SECTION 4: SIGNATURES			
EQUAL CREDIT OPPORTUNITY ACT (15 U.S.C. 169 The Federal Equal Credit Opportunity Act prohibits credito of race, color, religion, national origin, sex, marital status of into a binding contract), because all or part of the applicat because the applicant has in good faith exercised any rig agency that administers compliance with this law concert Credit Opportunity, Washington, D.C. 20580.	rs from discriminating against cre or age (provided that the applican nt's income derives from any pub ht under the Consumer Credit P	it has the capacity olic assistance pro rotection Act. Th	y to enter ogram, or e Federal
AUTHORITY TO COLLECT PERSONAL INFORMATIO This information is provided pursuant to Public Law 93-57 of an item means your application might not receive full co	79 (Privacy Act of 1974). Effect of	Non-Disclosure:	Omission
I/We authorize the disclosure of all information submitted agreeing to participate in the project financing. I/We waive			
I/We realize that if I/We do not comply with the aforement or repayments accelerated.	tioned Certification, my/our loan	can be called, te	rminated,
I/We authorize MARBIDCO to obtain any additional finan MARBIDCO reasonably requires in order to determine who credit reports, and credit scores.			
CERTIFICATION I/We certify all information in this application and the knowledge and is submitted so that MARBIDCO and its Cor			
Signature	Signature		
Printed Name	Printed Name		
Date	Date		
Signature	Signature		

Date_____

Printed Name _____ Printed Name _____

Date _____

SECTION 5: ATTACHMENTS CHECKLIST

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

1. \square 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 <i>and</i> 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.

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

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	
Bushels (or yds) of Shell	Notes Payable (specify):
Other Current Assets	
Current Assets	
	Other Liabilities
Commercial Workboat	Current Liabilities
Automobiles and Trucks	
Machinery & Equipment	Current Portion of Long Term Debt*
Shops & Supplies	
Other	
IRA/401K Retirement Accts	Mortgages (specify)
Waterfront Land	
Acres	
Farmland	<u></u>
Acres	
Acres	Car & Workboat Loans (specify)
Forest Land	
Acres	
Acres	Other long-term Loans (specify)
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**)

Sales of: Saleries & Wages Interest & Dividends Rentals Pension/Social Security Rental Income Fishing Income Other Income (specify) Less Cost of Spat & Shell Gross Other Income	Business Income and Expenses	Other/Personal Income and Expenses
Interest & Dividends Rentals Pension/Social Security Rental Income Fishing Income Other Income (specify) Other Income (specify)	Income	Income
Less Cost of Spat & Shell Gross Other Income	Rental Income Fishing Income	Interest & Dividends Rentals Pension/Social Security Alimony/Child Support
	Less Cost of Spat & Shell	Gross Other Income
Gross Business Income	Gross Business Income	_
Expenses Expenses	Expenses	Expenses
Advertising Social Security Withholding Self-Employment Taxes Income Taxes (State & Federal) Alimony/Child Support Other Expenses (specify) 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	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)	Self-Employment Taxes Income Taxes (State & Federal) Alimony/Child Support Other Expenses (specify) Total Other Expenses
Net Business Income		_

Pro Forma Income Statement (Revenue and expense projections for **Year 1** of the project)

<u>business income and Expenses</u>	Other/Personal Income and Expenses
Income	Income
Sales of: Rental Income Fishing Income Other Income (specify)	Salaries & Wages Interest & Dividends Rentals Pension/Social Security Alimony/Child Support Other Income (specify)
Less Cost of Spat & Shell	Gross Other Income
Gross Business 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)	Social Security Withholding Self-Employment Taxes Income Taxes (State & Federal) Alimony/Child Support Other Expenses (specify) Total Other Expenses Net Other Income
Total Business Expenses	_
Net Business Income	_

Pro Forma Income Statement (Revenue and expense projections for **Year 2** of the project)

Business Income and Expenses	Other/Personal Income and Expenses
Income	Income
Sales of: Rental Income Fishing Income Other Income (specify)	Salaries & Wages Interest & Dividends Rentals Pension/Social Security Alimony/Child Support Other Income (specify)
Less Cost of Spat & Shell	Gross Other Income
Gross Business 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)	Social Security Withholding Self-Employment Taxes Income Taxes (State & Federal) Alimony/Child Support Other Expenses (specify) Total Other Expenses Net Other Income
Total Business Expenses	
Net Business Income	

Pro Forma Income Statement (Revenue and expense projections for **Year 3** of the project)

Business income and Expenses	Otner/Personal Income and Expenses
Income	Income
Sales of: Rental Income Fishing Income Other Income (specify)	Salaries & Wages Interest & Dividends Rentals Pension/Social Security Alimony/Child Support Other Income (specify)
Less Cost of Spat & Shell	Gross Other Income
Gross Business 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)	Social Security Withholding Self-Employment Taxes Income Taxes (State & Federal) Alimony/Child Support Other Expenses (specify) Total Other Expenses Net Other Income
Total Business Expenses	
Net Business Income	

Pro Forma Income Statement (Revenue and expense projections for **Year 4** of the project)

Business income and Expenses	Otner/Personal Income and Expenses
Income	Income
Sales of: Rental Income Fishing Income Other Income (specify)	Salaries & Wages Interest & Dividends Rentals Pension/Social Security Alimony/Child Support Other Income (specify)
Less Cost of Spat & Shell	Gross Other Income
Gross Business 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)	Social Security Withholding Self-Employment Taxes Income Taxes (State & Federal) Alimony/Child Support Other Expenses (specify) Total Other Expenses Net Other Income
Total Business Expenses	_
Net Business Income	_

Pro Forma Income Statement (Revenue and expense projections for **Year 5** of the project)

Business income and Expenses	Otner/Personal Income and Expenses
Income	Income
Sales of: Rental Income Fishing Income Other Income (specify)	Salaries & Wages Interest & Dividends Rentals Pension/Social Security Alimony/Child Support Other Income (specify)
Less Cost of Spat & Shell	Gross Other Income
Gross Business 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)	Alimony/Child Support Other Expenses (specify) Total Other Expenses Net Other Income
Total Business Expenses	_
Net Business Income	

Business Debt Repayment Schedule

Date: _____

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

Personal Debt Repayment Schedule (Including Car Loans)

Date: _____

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

FAQ: How your Aquaculture NRCS Environmental Quality Incentives Program (EQIP) or Chesapeake Bay Watershed Initiative Grants will be applied to your MARBIDCO Shellfish Aquaculture Loan:

The NRCS grants provide financial assistance to on-bottom shellfish aquaculture farmers. Those awarded a grant must complete the proposed project prior to receiving any grant funds. The Maryland Shellfish Aquaculture Financing Fund through MARBIDCO can provide loan funds to these shellfish farmers for the same purposes and can be used to pay for the project prior to completion. Once the project is complete, MARBIDCO is assigned a borrower's grant funds in order to help repay a portion of the interest and principal due on the loan.

Frequently Asked Questions

Am I allowed to "double-dip" on the loan principal forgiveness that MARBIDCO provides and the NRCS grant should I receive it?

No, you cannot receive a grant from MARBIDCO in the form of the loan principal forgiveness AND a grant from the NRCS for the same project activity that has been funded by both entities.

Who will receive my Grant check?

Ordinarily, MARBIDCO will take "an assignment" and receive the grant check directly from the NRCS for the amount due to be repaid to MARBIDCO. You do not need to mail or forward the check to us (unless MARBIDCO did not get the assignment recorded).

How will MARBIDCO apply my grant funds to my loan?

- 1. MARBIDCO will first apply the grant funds to any interest still due during the interestonly phase of your loan. This means you will no longer owe MARBIDCO payments during the interest-only period of your loan.
- 2. MARBIDCO will then apply the remainder of your grant funds as a principal payment (assuming there are no late fees accrued on the account).

How will MARBIDCO calculate my loan forgiveness if I have paid down the principal with grant funds?

The 40% or 25% principal forgiveness is calculated using the principal remaining after your USDA grant funds have been subtracted.

Example: The borrower has received a \$30,000 shellfish aquaculture loan to plant on his/her on-bottom lease. After having made two quarterly interest-only payments, the borrower receives an EQIP grant in the amount of \$20,000 towards this on-bottom project. The entire grant is assigned to MARBIDCO, and funds are applied as follows:

Total Loan Amount:	\$	30,000.00
Total Interest Due During I/O Phase	\$	2,700.00
Interest Paid by Borrower to Date (-)	\$	450.00
Net Interest Due	\$	2,250.00
EQIP Grant Amount	\$	20,000.00
Interest to be Paid by Grant (-)	\$	2,250.00
Principal Paid Down by Grant	\$	17,750.00
Principal Remaining After Grant Applied	\$	12,250.00
25% Principal Forgiveness (-)		3,062.50
Net Principal Remaining *		9,187.50

^{*}This amount will be used to determine the future amortizing loan payments after the interest-only period has ended.

What if I make additional principal payments during the interest-only period of my loan?

These voluntary principal repayments will not affect the 40% or 25% principal forgiveness.

Have more questions? Please call the MARBIDCO office at 410-267-6807.