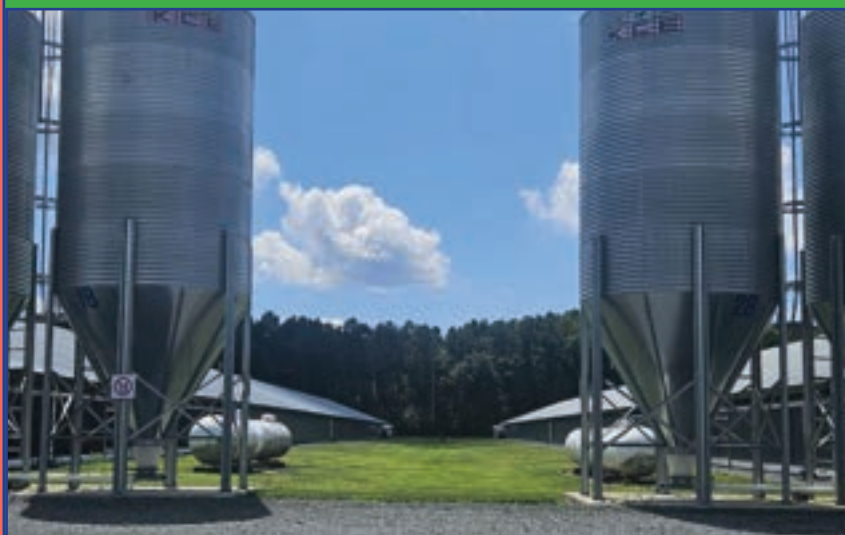




FY 2024 ANNUAL REPORT

Maryland Agricultural and Resource-Based Industry Development Corporation



**Financing Maryland's Food and Fiber Future
July 1, 2023 - June 30, 2024**

From the MARBIDCO Board Chair & Executive Director

A year of collaborations, change, and growth at MARBIDCO

As we look back on Fiscal Year 2024, MARBIDCO is proud to reflect on a year marked by dynamic collaborations, significant changes, and substantial growth.

Our collective efforts have positively impacted Maryland's agricultural landscape and set a strong foundation for the future. We currently offer 22 financial programs supporting the State's agricultural, forestry and seafood businesses.

In early February, MARBIDCO joined with the Maryland Department of Agriculture (MDA), in supporting the USDA-funded Resilient Food Systems Infrastructure (RFSI) grant program.

Our role in this initiative, was contributing funding to meet the non-federal match requirements, and thus helping to enhance Maryland's food system.

This program will bolster the capacity for aggregating, processing, storing, transporting, and distributing Maryland-grown food products, catering to a wide range of institutional buyers.

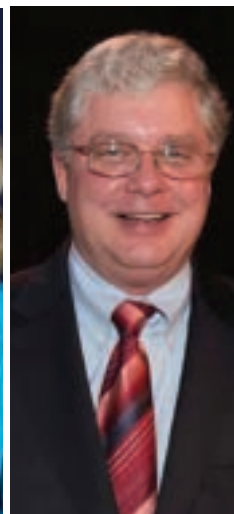
Our commitment to fostering agricultural business growth was further exemplified through a new collaboration with the Anne Arundel Economic Development Corporation (AAEDC).

Together, MARBIDCO and AAEDC awarded \$36,350 in matching grants to six farm-based businesses in Anne Arundel County, supporting their expansion and revenue generation through the county's Agricultural Business Improvement Grant (ABIG) program.

In addition to these significant collaborations, MARBIDCO has modernized its digital presence with a new, user-friendly website.



Mary Shank Creek
MARBIDCO Board of
Directors Chair



Steve McHenry
MARBIDCO
Executive Director

This upgrade reflects our ongoing dedication to improving accessibility and efficiency in serving our farming communities.

A special thank you goes to MARBIDCO Board Member Wayne Richard, Regional Vice President of Ag Lending at Horizon Farm Credit, and the Horizon Farm Credit team for their invaluable support in developing a new MRBIFF Loan Participation Program.

The new version of the MRBIFF program will streamline getting to closings, reduce administrative burdens, and continue to provide substantial support for our most popular lending program.

MARBIDCO also acknowledges the great work of Munachi Nsofor, Assistant Attorney General, for his legal guidance throughout this lengthy project development period.

Our accomplishments in FY 2024 are a testament to our continuing commitment to serving Maryland's agricultural and rural businesses:

- Approved 24 core and specialty loans totaling \$4.5 million. (In addition, MARBIDCO committed \$1.3 million as a match for a \$3.8 million grant for the new Livestock Processing Loan Program.)
- Lent \$3.5 million to eight MRBIFF borrowers working in collaboration with commercial lenders.
- Awarded \$1.6 million in grants for 85 projects across Maryland.
- Supported three farm purchases with \$1.3 million through the Next Generation

Farmland Acquisition Program. (Thus also preserving these farm properties.)

- Continued the Maryland Watermen's Microloan Program with nine microloans totaling over \$133,000.
- Approved 26 Maryland Cold Storage Equipment Grants totaling over \$42,000.
- Leveraged over \$10 million in commercial lender funds with a 3-to-1 leverage ratio.

Our gratitude extends to Governor Wes Moore and the Maryland General Assembly for their unwavering support.

Their actions empower MARBIDCO to fulfill its mission and meet the evolving needs of our agricultural and rural business communities.

We are also delighted again this year by Governor Moore's recent appointments to the MARBIDCO Board, with four reappointments and two new members. These reappointments to another full four-year term includes Mary Shank Creek, Mark Krebs, Berran Rodgers, and Sarah O'Herron.

New Board members are A.C. Alrey, Business Development Consultant for the City of Crisfield, representing Rural Economic Development or Ag Marketing, and Dan Rider, with DNR's Forestry Service, representing the Maryland Department of Natural Resources.

We would also be remiss if we did not express our deep appreciation for the MARBIDCO Board of Directors, our loan and grant review committees, and our dedicated staff. Their hard work, enthusiasm, and commitment are the driving forces behind our continued progress and success.

Lastly, we extend heartfelt thanks to the many farmers, foresters, and watermen across Maryland who contribute tirelessly to supporting our vibrant working landscape.

Their dedication ensures a rich array of food and fiber products are available for our daily lives. Thank you for your long hours of work and your dedication to a sustainable food/fiber supply chain.

Together, we continue to advance Maryland's agricultural and rural business sectors, contributing to a prosperous, healthy, and sustainable future for all.



About MARBIDCO

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.



Photo by Edwin Remsberg (MDA)

Integrity

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



FY 2024 MARBIDCO Board of Directors

Photo by Edwin Remsberg (MDA)

Ms. Mary Shank Creek (Chair)
Farm Owner/Manager Palmyra Farm
(Representing Commercial Food or Fiber Processing)

Mr. John Jastrzembski, LPF (Vice Chair)
Regional Business Developer – Northern Virginia, Davey Business Development Team, The Davey Tree Expert Company, Professor Emeritus, Forestry, (Representing Timber and Forest Products Industry)

Mr. Mark C. Krebs (Secretary-Treasurer)
Executive Vice President and Chief Financial Officer, Farmers and Merchants Bank (Representing Commercial Lending Institutions I /Open to Non-Farm Credit Organizations)

Mr. Steve Connelly, Deputy Secretary, Maryland Department of Agriculture (Representing Maryland Department of Agriculture)

Dr. Donald Darnall, Executive Director, Maryland Food Center Authority (Representing Maryland Food Center Authority, Ex Officio)

Mr. Wayne Richard, Regional Vice President of Ag Lending, Horizon Farm Credit (Representing Commercial Lending Institutions II/ Farm Credit Organizations)

Dr. Douglas Lipton, Senior Research Economist, National Marine Fisheries Service, National Oceanic and Atmo-

spheric Administration (Representing Aquaculture Industry)

Ms. Charlotte Davis, Executive Director, Rural Maryland Council (Representing RMC)

Mr. Leo Paul Goeringer, Esq.
Principal Faculty Specialist and Extension Legal Specialist, University of Maryland, Department of Agricultural & Resources Economics (Representing Public Finance)

Mr. Berran L. Rogers Jr., Project Director/Small Farm Coordinator, University of Maryland Eastern Shore (Representing Ag Producers I)

Ms. Sarah J. O'Herron, Owner, Black Ankle Vineyards (Representing Ag Producers II)

Dr. Jinhee Kim, Associate Dean & Associate Director, University of Maryland Extension (Representing University of Maryland Extension)

Mr. A.C. Alrey, Business Development Consultant, City of Crisfield (Representing Rural Economic Development or Ag Marketing)

Ms. Victoria Brown, Owner - Shop Cove Seafood & Ice and Shop Cove Aquaculture (Representing Commercial Seafood Harvesting and Processing Industry)

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

MARBIDCO Staff

Mr. Stephen McHenry
Executive Director

Ms. Stacy Kubofcik
Assistant Director

Ms. Allison Roe
Financial Programs Officer/Programs Coordinator

Ms. Tina Wilkins
Senior Accounting Coordinator

Ms. Jill Zarend
Communications Specialist

Ms. Daniela Merkle
Loan Administration Specialist

Ms. Sierra Criste
Financial Programs Specialist

Ms. Brittany Rawlings
Financial Programs Specialist

Mr. Brian Cadden
Financial Programs Specialist

Ms. LeeAnn McCullough
Administrative Specialist

Mr. Munachi O. Nsofar, Esq.
Assistant Attorney General
Counsel to MARBIDCO

FY 2024 Project Financing Review Committee Members

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, loans and Next Gen applications.

Although the Board of Directors often provides final approval, the Board relies heavily upon the recommendations of these panels of experts.

The Next Gen Program Review Committee, MARBIDCO Loan 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 2024:

Mr. A.C. Alrey
Business Development Consultant, City of Crisfield

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. Shannon Dill
Extension Educator, Ag, University of Maryland Extension, Talbot County

Dr. Donald Darnall
Executive Director, Maryland Food Center Authority

Ms. Karen Fedor
Administrator for Farms and Food Programs, Office of Agriculture and Seafood Marketing, Maryland Department of Agriculture

Mr. Leo Paul Goeringer, Esq.
Principal Faculty Specialist and Extension Legal Specialist, University of Maryland, Department of Agricultural and Resource Economics

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

Ms. Stacy Kubofcik
Assistant Director, MARBIDCO

Mr. Tom McCarthy
Lands Representative
Resource Environmental Solutions, LLC (RES)

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

Dr. Matt Parker
Aquaculture Business Specialist and Interim Prince George's County Extension Director, University of Maryland Extension

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

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

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

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



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 FY 2024 Core Loan Programs

Maryland Resource-Based Industry Financing Fund*+ (MRBIFF) 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 between \$15,000 and \$100,000 to Ag/RBI enterprises (including farmers) for working capital and equipment purchases. 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 between \$15,000 and \$100,000 to help meet the unique financing needs of Maryland's landowners wanting to plant fruit-bearing vines, hops and trees. 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 between \$15,000 and \$150,000 to Maryland's forest products businesses funding working capital and equipment purchases. A commercial bank referral is required.

** 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.



Photo by Edwin Remsburg (MDA)

MARBIDCO FY 2024 Core Grant Incentive Programs



Photo by Edwin Remsberg (MDA)

Maryland Urban Agriculture Commercial Lending Incentive Grant (MUACLIG) Program, offered with partial matching support from Farm Credit, provides an incentive grant to encourage urban farmers to seek commercial lender financing to purchase equipment or real estate. 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 provides a cost-share grant to local or regional economic development offices to incentivize their participation in funding AG/RBI projects. 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, farm operation solar systems or generators at \$3,000.

Maryland Value-Added Producer Matching Grant (USDA Option) encourages participation in USDA's highly competitive Value-Added Producer Grant Program (which has both planning and working capital components). The USDA VAPG program, offered annually, requires a non-federal financial matching commitment, and each application must include a "verification of matching funds". USDA MVAPMG Planning Grants can be up to \$75,000 and Working Capital Grants can be up to \$250,000. MARBIDCO will pro-

vide 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.

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.



Photo by Jay Fleming

MARBIDCO Specialty Loan Programs

(Sponsored loan programs)

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 Oyster Shucking House Loan Fund has been established by MARBIDCO to help finance the cost of eligible seafood processing projects, including those at historic oyster shucking houses and to facilitate an increase in the amount of oyster shells retained in the State and returned to the Chesapeake Bay. Loan amounts can range from \$10,000 up to \$250,000 and are based on the number of full-time jobs or full-time seasonal jobs projected to be created or retained. Some loan forgiveness may be available based on the amount of shell returned to DNR or the amount of spat on shell planted on the bottom of a public fishery. Forgiveness amounts are verified by DNR.

Maryland Livestock Processing Loan Fund has been established by MARBIDCO, as a complement to USDA's Meat and Poultry Intermediary Lending Program opportunity, to assist with the expansion of livestock processing capacity in Maryland. This program offers loans to eligible applicants to help start-up or expand small- and medium-sized USDA-inspected

slaughter facilities in Maryland to increase the processing of meat, poultry and the invasive blue catfish. Large meat and poultry processing companies are not eligible to participate in this program. Loans can range from \$250,000 up to \$2,500,000 to purchase real estate, construct a new or expand an existing processing facility and purchase livestock processing equipment. MARBIDCO will also match the equity contribution of an approved applicant on a dollar-for-dollar basis up to 10% of the project costs, with the maximum equity grant award amount capped at \$250,000.

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 and some loan forgiveness is available

Maryland Watermen's Microloan Program assists "generational Watermen" in the purchase of equipment related to commercial fishing boats and seafood harvesting gear. In FY 2024, 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. In FY 2024, the program provided loans of \$7,000 to \$15,000 at an interest rate of 3.00%.

Southern Maryland Revolving Loan Fund for Agricultural 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. 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 the Maryland Energy Administration and using RGFI 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 \$5,000 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)**

MARBIDCO Specialty Grant Programs are funded by other agencies and organizations for targeted purposes. Specialty programs have the support of various federal, state, and regional funds.

The Certified Local Farm and Fish Food Aggregation Grant Fund Program provides two grants to support 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 Program** provides an 80% matching grant between \$25,000 and \$100,000 to agricultural product aggregation and distribution entities or farm cooperatives that are aggregating for at least four Certified Local Farm and/or Certified Chesapeake Invasive Species Providers.
- **Public Sector Aggregation Grant** provides grants between \$150,000 and \$300,000. Applicants for the larger scale aggregation grant include a public entity (such as a county government, municipality, community college, university, county school system or rural regional council). Applicants must provide a 20% match and work with at least four Certified Local Farm and/or Certified Chesapeake Invasive Species Providers.

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 farm-



Photo by Edwin Remsburg (MDA)

ers 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 by providing equity incentive matching grants of 5%.

The Maryland Wood Products Industry Equity Investment Program (WPIEI) provides stimulus for forest product related businesses to grow their business through innovation, increased production, and the development of new market opportunities. WPIEI provides a matching grant of up to 25% (up to \$50,000) to help Maryland wood fiber harvesters, processors, and manufacturers 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. (See page 18)

The Maryland Livestock Processing Equipment Grant Program helps to expand livestock processing capacity in Maryland by offering a 50% matching grant up to \$50,000 for USDA slaughter facilities and up to \$20,000 for other USDA-inspected facilities, custom-exempt processing, or mobile processing projects to purchase livestock and meat processing equipment or to upgrade facilities in order to increase productivity. Eligible applicants include businesses that are currently operating livestock and meat processing enterprises in Maryland or plan to start such operations.

Rural Land Preservation Facilitation Programs

The Next Generation Farmland Acquisition Program enables MARBIDCO - 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 in size the Next Generation Farmland Acquisition Program is available while 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)

Addresses the 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.

MARBIDCO provides up to 51% of the fair market value (FMV) of the land as down-payment to help the young and beginning farmer purchase their first farm in exchange for the land to be placed on the path of permanent preservation using an easement option purchase contract.

The Next Gen farmer then has several years to sell the easement to a rural land preservation program that will hold the permanent easement thus extinguishing the development rights on the property forever.



The Next Generation Farmland Acquisition Program was established by MARBIDCO with the support of the State of Maryland to help qualified young and beginning farmers who have trouble entering the agricultural profession because of relatively high farmland costs and lack of access to adequate financial capital to purchase farmland. Today there are two versions of the program.

The Next Gen Program is essentially a farmland conservation easement purchase program that is designed to help facilitate the transfer of farmland to a new generation of farmers, while also effectively helping to preserve the subject agricultural land from future development.

With the strong support of the Governor and General Assembly, MARBIDCO launched the Next Gen Program in FY 2018 and it will be funded at least through FY 2027.

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 fair market value (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.

FY 2024 Next Generation Farmland Acquisition Program

Farm/Business Type	County	Easement Option Amount
Cattle/Beef	Washington	\$419,087
Grain and Oil Seeds	Anne Arundel	\$472,545
Herbs/Flowers/Apiary	Washington	\$447,570

FY 2024 Total Next Generation Farmland Acquisition Program Activity \$1,339,202

Next Gen Enables Beginning Farmers to Purchase, Farm, and Preserve Working Land

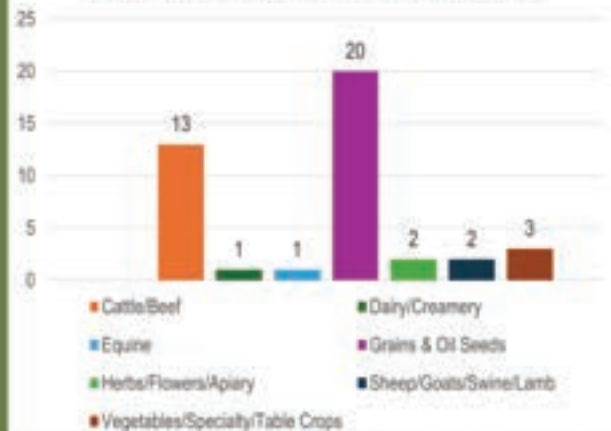
2018-2024

Next Generation Farmland Acquisition Program (Next Gen) and Small Acreage Next Generation Farmland Acquisition Program (SANG)

Easement Purchases by Maryland County (Next Gen & SANG)

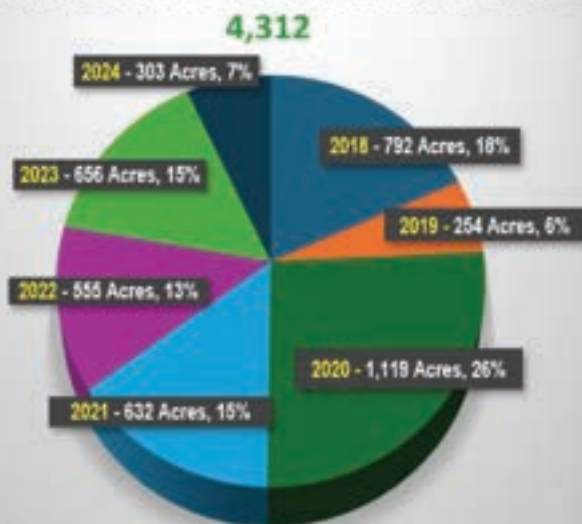


Next Gen & SANG Farm Businesses



Specialty, Vegetable & Table Crops include: Garlic, Honey, Hay, Cut Flowers, Hops, Strawberries, Christmas Trees, Fruit, Tree Nuts, Poultry Eggs
Cattle/Beef includes: Bison

Total Acres Preserved Next Gen & SANG



MARBIDCO Financed \$13,857,547 (Next Gen & SANG)

Commercial Lender Leverage: \$18,484,227

Next Gen Farmers Helped 43

SANG Farmers Helped 4

Total Farmers Helped 47

Total Acres Purchased 4,454

Total Acres Preserved 4,312

Maryland Counties 16



Total Acres Purchased: 4,454

Next Gen: 4,354

SANG: 100

FY 2021

1 Farm - \$96,000 - 25 Acres
 - Frederick - Cattle/Beef & Hay

FY 2022

2 Farms - \$191,781 - 53.63 Acres
 - Montgomery - Cut flowers
 - St. Mary's - Poultry and Eggs

FY 2023

1 Farm - \$81,652 - 21.413 Acres
 - Frederick - Cattle/Beef & Hay

Easement Holders for these Purchases:

Maryland Agricultural Land Preservation Foundation (MALF)

Montgomery County

Patuxent Tidewater Land Trust (PTLT)

Total Financed: \$369,433

SANG Stats

Alliance Uses MARBIDCO Grant Funds to Expand Business Opportunities for Many

Dr. Nadine Burton, an Alternative Crop Specialist at the University of Maryland Eastern Shore (UMES), Education and Research Farm, and owner of Tallawah Farms, LLC, along with Michael Edwards, owner of Wood Duck Landing Farm, work tirelessly to promote and sustain the **Around the Bay Farmers' Alliance (ATBFA)**.

The non-profit organization based in Somerset County, was founded in 2021 by Dr. Burton and today is made up of a diverse group of 52 members with 10 active farmers, agricultural service providers, researchers, extension agents and stakeholders working together for one cause, "the advancement of food security," says the organization's *Farm Talk Magazine*. Alliance farmers hail from both sides of the Chesapeake Bay Bridge.

ATBFA sells specialty foods and produce to local food banks and wholesalers from Maryland, Virginia, Washington D.C., Pennsylvania, New York, New Jersey, and Delaware.

In 2023, the ATBFA farmers sold more than 90 tons of produce to clients including Capitol Area Food Bank, Seton Center, Maryland Food Bank, 4P Food Distributors and others.

When Dr. Burton first heard about MARBIDCO's **Certified Local Farm and Fish Food Aggregation Grant** Program, she wanted to apply, but even as an educator she was anxious about grant writing.

"This was my first grant," said Dr. Burton. "I was inspired and went for it. I had great assistance from MARBIDCO. They walked me through the process. It was easier than I thought. If you can read and write, you can apply."

Dr. Burton has been pleased with her interactions with MARBIDCO, "Grantees are not forgotten after receiving awards," she added.

MARBIDCO's Certified Local Farm and Fish Food Aggregation Grant Program funds help to grow and strengthen Maryland's local food system and create opportunities for small farmers to sell products to wholesale and institutional markets. Grants between \$25,000 and \$100,000 are available through the **Small-Scale Farmer Entity Aggregation Grant**.

Applicants for this grant must include at least four Certified Local Farm and/or Certified Chesapeake Invasive Species providers sanctioned by the Maryland Department of Agriculture and provide at least a 20% match of funds for the project



Alliance member and farmer Floyd Pugh and volunteer Christine Sawyer from CP Farms, LLC of Westover, delivers eggplants and squash for distribution to Wood Duck Landing Farm's refrigeration room. Mr. Pugh's business has dramatically increased since joining ATBFA, he said.

to be funded.

The Alliance used the grant funds to purchase a refrigerated truck, construct a pavilion and purchase other supplies needed to box up produce for wholesale buyers.

In addition, a refrigerated trailer was donated from Perdue.

Dr. Burton, originally from Jamaica, brings a depth of knowledge about growing specialty crops. On her six-acre parcel she farms a variety of produce, including callaloo, protein-rich spinach-like leaves used in Caribbean dishes.

Before planting season Dr. Burton and Mr. Edwards learn their client's food needs and relay this information to Alliance members. The farmers in turn adjust their crops as demand fluctuates.

"We strive to meet the needs of our customers," said Mr. Edwards. "Seton Center recently requested year-round produce."

Seton Center in Princess Anne is part of Catholic Charities and delivers direct care human services, including food assistance to over 83,000 individuals and families living in Delaware and on Maryland's



This 26-foot cold storage vehicle is used by the Alliance to deliver fresh produce across the Mid-Atlantic region.

Eastern Shore.

Wood Duck Landing Farm has dedicated two tunnels to meet the Alliance's goal of supplying year-round food, one to vegetables for Seton Center and another housing more than 34,000 seed-starts for Alliance farmers to sow throughout the year.

Other ATBFA farms also will be using tunnels to increase their produce output for year-round sales, thus adding new income to their businesses.

Among the certified growers taking part in the Alliance is CP Farms, LLC of Westover. Floyd Pugh has made many trips throughout the summer with his eggplants, zucchini and squash to sell through the Alliance.

He and Christine Sawyer drive the farms' produce to Wood Duck Landing Farm and stack full cases of their produce in the refrigerated garage that will go out in the next delivery. Mr. Pugh says since joining the ATBFA, their business has dramatically improved.

"We are providing income and security to the farmers," said Mr. Edwards.

Dr. Burton is proud of the output from the small farms on both shores of the Chesapeake Bay.

Near the end of the growing season, Dr. Burton explained "We have 2 tons [of produce] and have projected to sell another 2 tons by the end of this year.

"Most of us in the Alliance are transitioning to hoop house production to ensure a longer growing season. We have much room for expansion. We just delivered 5,000 pounds of produce to the Capitol Area Food Bank."

Opportunity exists to sell to the Somerset County School system, she said, but the Alliance needs further funding for processing and packaging equipment.

They are hoping to build a place to clean, cut and wrap fresh vegetables to

be delivered to area schools.

Additionally, the duo teaches environmental practices and sustainable farming.

Mr. Edwards says organic cover crops can be grown between the rows of fresh produce. These unused rows regain nutrients for future plantings and reduce the need for insect repellent and fertilizers.

"I have used only 25-pounds of fertilizer on six acres," said Mr. Edwards of his kale crop that ultimately filled 190 boxes netting a ton of product.

In summary, says Dr. Burton, "The Alliance has provided income security to the farmers and has provided employment for the area. When other farmers see what we are doing, they want to join. It is a new beginning for farmers. The more farms that produce, the stronger the food security in the region," she added.



Dr. Burton picks tomatoes while at Wood Duck Landing Farm. Mr. Edwards creates grass buffers between rows of produce, allowing the soil to regenerate naturally. Over the years the rows are moved so that the used land can be restored for new plantings. Mr. Edwards also teaches this method to other small-scale farmers.



Above: Dr. Burton stands on her 6-acre farm this past fall during a tour for attendees of the Small Farms Conference put on by UMES. She hopes to expand to 8-acres soon. She manages the farm with her two daughters. 70% of Tallawah's production is done inside growing tunnels enabling her to produce products year-round.

Left: Dr. Nadine Burton and Mr. Michael Edwards gather produce to sell.



MARBIDCO Loan Activity in FY 2024

<i>Farm/Business Type</i>	<i>County</i>	<i>Loan Amount</i>	<i>Loan Type</i>
Aquaculture	Calvert	\$20,000	So MD Rev
Cattle/Beef	Frederick	\$300,000	MRBIFF
Equine	Frederick	\$34,560	Agribusiness
Fisheries/Watermen	Anne Arundel	\$15,000	Watermens
Fisheries/Watermen	Calvert	\$15,000	Watermens
Fisheries/Watermen	Calvert	\$15,000	Watermens
Fisheries/Watermen	Caroline	\$14,000	Watermens
Fisheries/Watermen	Dorchester	\$15,000	Watermens
Fisheries/Watermen	Dorchester	\$15,000	Watermens
Fisheries/Watermen	Queen Anne's	\$15,000	Watermens
Fisheries/Watermen	Somerset	\$14,695	Watermens
Fisheries/Watermen	Talbot	\$500,000	Agribusiness
Fisheries/Watermen	Wicomico	\$15,000	Watermens
Poultry/Broilers	Caroline	\$280,000	MRBIFF
Poultry/Broilers	Caroline	\$420,000	MRBIFF
Poultry/Broilers	Somerset	\$500,000	MRBIFF
Poultry/Broilers	Wicomico	\$600,000	MRBIFF
Poultry/Broilers	Wicomico	\$600,000	MRBIFF
Poultry/Broilers	Worcester	\$600,000	MRBIFF
Poultry/Free Range	Frederick	\$161,500	MRBIFF
Seafood Processing	Dorchester	\$200,000	Oyster Shucking
Vegetables/Table Crops	Frederick	\$46,250	Agribusiness
Vineyard/Winery	St. Mary's	\$86,205	Agribusiness
Vineyard/Winery	St. Mary's	\$20,000	So MD Rev

FY 2024 Total Loan Activity \$4,502,210

****Key:***

MRBIFF - Maryland Resource-Based Industry Financing Fund

So MD Rev - Southern Maryland Revolving Loan Fund for Agriculture

Agribusiness - Agribusiness Equipment and Working Capital Loan

Watermens - Maryland Watermen's Microloan

Oyster Shucking - Maryland Oyster Shucking House Loan

In FY 2024, MARBIDCO approved 24 core and specialty loans, totaling over \$4.5 million and assisted 8 farmers purchase farmland. In FY 2024, MARBIDCO with support of the State of Maryland established the **Maryland Oyster Shucking House Loan** program to help finance the cost of eligible seafood processing projects, including historic oyster shucking facilities, and to increase the amount of oyster shells retained in the State and returned to the Chesapeake Bay. The first loan in the program was approved in the spring and is funding oyster processing equipment for a project in Dorchester County.

MARBIDCO Grant Incentives Activity in FY 2024

<i>Farm/Business Type</i>	<i>County</i>	<i>Grant Amount</i>	<i>Grant Type</i>
Aquaculture	Dorchester	\$2,000	Cold Storage
Aquaculture	Queen Anne's	\$1,888	Cold Storage
Aquaculture	St. Mary's	\$2,000	Cold Storage
Brewing/Hops/Barley	Montgomery	\$2,000	Cold Storage
Brewing/Hops/Barley	St. Mary's	\$2,000	Cold Storage
Cattle/Beef	Anne Arundel	\$2,000	Cold Storage
Cattle/Beef	Baltimore	\$2,000	Cold Storage
Cattle/Beef	Calvert	\$1,736	Cold Storage
Cattle/Beef	Harford	\$724	Cold Storage
Cattle/Beef	Harford	\$575	Cold Storage
Cattle/Beef	Montgomery	\$2,000	Cold Storage
Distilling/Farm Related	Washington	\$2,000	Cold Storage
Fisheries/Watermen	St. Mary's	\$1,075	Cold Storage
Fisheries/Watermen	St. Mary's	\$2,000	Cold Storage
Greenhouse/Nursery	Prince George's	\$2,000	Cold Storage
Herbs/Flowers/Apiary	Baltimore City	\$2,000	Cold Storage
Herbs/Flowers/Apiary	Caroline	\$2,000	Cold Storage
Herbs/Flowers/Apiary	Garrett	\$2,000	Cold Storage
Herbs/Flowers/Apiary	Howard	\$2,000	Cold Storage
Herbs/Flowers/Apiary	Howard	\$2,000	Cold Storage
Livestock Misc.	Montgomery	\$543	Cold Storage
Miscellaneous	Prince George's	\$1,538	Cold Storage
Poultry/Free Range	Frederick	\$1,016	Cold Storage
Vegetables/Table Crops	Baltimore	\$545	Cold Storage
Vegetables/Table Crops	Caroline	\$2,000	Cold Storage
Vegetables/Table Crops	Charles	\$502	Cold Storage
Herbs/Flowers/Apiary	Baltimore City	\$500	Future Harvest
Herbs/Flowers/Apiary	Baltimore City	\$1,000	Future Harvest
Herbs/Flowers/Apiary	Montgomery	\$1,000	Future Harvest
Herbs/Flowers/Apiary	Wicomico	\$500	Future Harvest
Vegetables/Table Crops	Baltimore	\$500	Future Harvest
Vegetables/Table Crops	Caroline	\$500	Future Harvest
Vegetables/Table Crops	Frederick	\$1,000	Future Harvest
Vegetables/Table Crops	Prince George's	\$750	Future Harvest
Vegetables/Table Crops	Somerset	\$1,000	Future Harvest
Cattle/Beef	Anne Arundel	\$1,500	Gov Cost Share
Equine	Anne Arundel	\$5,000	Gov Cost Share
Fruit/Orchard	Montgomery	\$3,000	Gov Cost Share
Herbs/Flowers/Apiary	Kent	\$8,305	Gov Cost Share

MARBIDCO Grant Incentives Activity Continued...

<i>Farm/Business Type</i>	<i>County</i>	<i>Grant Amount</i>	<i>Grant Type</i>
Herbs/Flowers/Apiary	Montgomery	\$2,326	Gov Cost Share
Herbs/Flowers/Apiary	Montgomery	\$1,647	Gov Cost Share
Livestock/Misc.	Anne Arundel	\$1,250	Gov Cost Share
Livestock/Misc.	Anne Arundel	\$5,000	Gov Cost Share
Vegetables/Table Crops	Anne Arundel	\$2,500	Gov Cost Share
Vegetables/Table Crops	Montgomery	\$2,803	Gov Cost Share
Vegetables/Table Crops	Montgomery	\$3,000	Gov Cost Share
Vegetables/Table Crops	Montgomery	\$2,428	Gov Cost Share
Vegetables/Table Crops	Wicomico	\$2,500	Gov Cost Share
Vineyard/Winery	Anne Arundel	\$2,500	Gov Cost Share
Livestock Processing	Baltimore	\$17,704	Livestock
Livestock Processing	Carroll	\$17,704	Livestock
Livestock Processing	Carroll	\$17,704	Livestock
Livestock Processing	Queen Anne's	\$44,075	Livestock
Livestock Processing	St. Mary's	\$4,758	Livestock
Livestock Processing	St. Mary's	\$8,555	Livestock
Livestock Processing	Talbot	\$50,000	Livestock
Livestock Processing	Talbot	\$17,704	Livestock
Livestock Processing	Washington	\$11,773	Livestock
Dairy/Creamery	Howard	\$45,218	RFSI
Vegetables/Table Crops	Caroline	\$50,000	RFSI
Vegetables/Table Crops	Frederick	\$49,974	RFSI
Vegetables/Table Crops	Montgomery	\$400,000	RFSI
Vegetables/Table Crops	Montgomery	\$50,000	RFSI
Vegetables/Table Crops	Talbot	\$50,000	RFSI
Vineyard/Winery	St. Mary's	\$5,000	So MD Equity
Miscellaneous	All	\$35,000	Special
Vegetables/Table Crops	Harford	\$15,000	Urban
Fruit/Orchard	Howard	\$7,500	Value-Added (USDA)
Herbs/Flowers/Apiary	Montgomery	\$7,095	Value-Added (USDA)
Vegetables/Table Crops	Cecil	\$25,000	Value-Added (USDA)
Vegetables/Table Crops	Wicomico	\$18,448	Value-Added (USDA)
Forestry/Wood Products	Anne Arundel	\$23,819	WPIEI
Forestry/Wood Products	Baltimore	\$50,000	WPIEI
Forestry/Wood Products	Garrett	\$47,317	WPIEI
Forestry/Wood Products	Harford	\$14,948	WPIEI
Forestry/Wood Products	Howard	\$50,000	WPIEI
Forestry/Wood Products	Howard	\$22,537	WPIEI
Forestry/Wood Products	Montgomery	\$12,613	WPIEI



MARBIDCO Grant Incentives Activity Continued...

<i>Farm/Business Type</i>	<i>County</i>	<i>Grant Amount</i>	<i>Grant Type</i>
Forestry/Wood Products	Queen Anne's	\$50,000	WPIEI
Forestry/Wood Products	Queen Anne's	\$50,000	WPIEI
Forestry/Wood Products	Somerset	\$50,000	WPIEI
Forestry/Wood Products	St. Mary's	\$50,000	WPIEI
Forestry/Wood Products	Talbot	\$50,000	WPIEI
Forestry/Wood Products	Wicomico	\$50,000	WPIEI
Forestry/Wood Products	Worcester	\$39,500	WPIEI

FY 2024 Total Grant Activity \$1,601,598

- *Key:**
So MD Equity - Southern Maryland Agricultural Loan Equity Incentive Matching Fund
Livestock - Maryland Livestock Processing Equipment Grant Program
WPIEI - Maryland Wood Products Industry Equity Investment Grant Program
RFSI - Matching Grant to the Maryland Department of Agriculture's Resilient Food Systems Infrastructure Grant Program
Urban - Maryland Urban Agriculture Commercial Lending Incentive Grant
Value-Added (USDA) - Maryland Value Added Producer Matching Grant
Cold Storage - Maryland Producer Cold Storage Grant Program
Gov Cost Share -Local Government Agriculture & Resource-Based Industry Project Cost Share Program
Future Harvest - Future Harvest CASA Beginner Farmer Training Program Grant
Special - Special Agricultural Development Activity

MARBIDCO FY 2024 WPIEI Grants Program Summary

14 applicants receive total of \$560,734 in grant project funds

MARBIDCO assists Maryland's forestry businesses with improving operations and efficiency, increasing productivity and supporting new markets development.

Recognizing a need for a sustainable forest industry, the Governor and Maryland General Assembly authorized \$500,000 in funding for fiscal year 2024 for MARBIDCO's **Maryland Wood Products Industry Equity Incentive Program (WPIEI)**.

In addition, during FY 2024 the Maryland Department of Natural Resources provided an additional \$100,000 in funding to target projects that focus on producing "value-added wood products".

Eligible projects included tangible equipment purchases and facilities improvement costs.

Applicants could apply for this incentive grant for a wide range of equipment and capital asset purchases of specialized forestry and logging equipment and small- and large-scale wood processing equipment.

MARBIDCO sought applications for projects or purchases that improved operations and/or efficiency, increased productivity and/or workforce expansion, or aided in the pursuit of new markets.

MARBIDCO matched up to 25% of total project cost, with a maximum grant award not to exceed \$50,000 - except for value-added projects which could be funded at up to \$100,000.

Eligible expenses included: 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, sawdust dryers, and other capital equipment that is designed specifically for use in the forest products industry.

MARBIDCO received 24 applications for the FY 2024 WPIEI Program with total requested funds of \$1,154,177.

MARBIDCO approved 17 of the grant requests for \$681,241. The projects approved by the FY 2024 WPIEI Program had total projected project costs of \$5,164,044 - which is about a 7.5 to 1 leverage ratio for the grant funding.

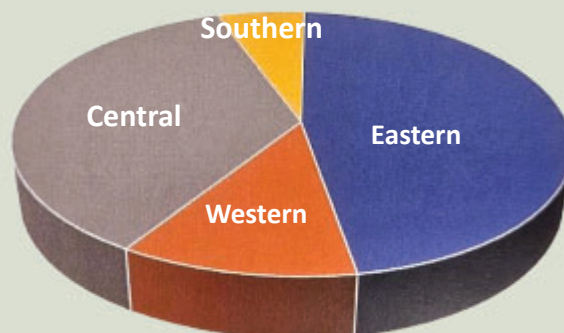
Ultimately, three applicants withdrew after approval and others did not draw down the full grant award. For FY 2024, 14 forestry products businesses received \$560,734.

The DNR funds were awarded to supplement the seven value-added applications received, such that it covered approximately 36% of each value-added applicant's total grant amount.

The FY 2024 WPIEI Projects included funding for the following:

- Horizontal grinders
- sawmills
- dry kilns and sheds
- feller bunchers
- loaders
- a palletizer robot,
- firewood processing equipment
- log splitters, and
- the purchase of portable mill equipment.

Distribution of the Maryland Wood Products Industry Equity Incentive Grants by Region



Maryland Oyster Shucking House Loan Fund Expands Processing, and Increases Return of Oyster Shells to the Chesapeake Bay

The Maryland Oyster Shucking House Loan Fund has been established by MARBIDCO to help finance the cost of eligible seafood processing projects, including historic oyster shucking facilities and to facilitate an increase in the amount of oyster shells retained in the State and returned to the Chesapeake Bay.

As a result of legislation enacted in 2022 (Senate Bill 830/ House Bill 1228), \$1 million was included in the MARBIDCO FY 2024 budget for the new **Oyster Shucking House Loan Fund** program.

This legislation enables MARBIDCO to offer loans of up to \$250,000 to finance the eligible costs of qualifying oyster processing business projects (under certain terms and conditions).

Loan amounts can range from \$10,000 up to \$250,000. The loan amount the borrower qualifies for is dependent on the number of full-time jobs projected to be created or retained - \$10,000 for each seasonal full-time job and \$25,000 for each year-round full-time job.

Loan proceeds can be used to renovate or construct a new oyster processing facility or expand an existing one, as well as purchase oyster processing equipment.

Applicants must have been a licensed Maryland Seafood Dealer for at least five years OR be a TFL holder for at least five years and agree to obtain a Seafood Dealer License to be eligible for financing.

This program can offer standalone financing or can work in conjunction with another MARBIDCO loan program.

Applicants constructing a new facility must demonstrate that they have a minimum level of working capital available of at least 15% of the project cost (either in cash or through a bank line of credit). All other applicants must demonstrate that at least 10% working capital is available to run the operation.

In FY 2024, MARBIDCO awarded its first loan under this program. A Dorchester County family-owned seafood processor that sells oysters, crabs and other seafood up and down the east coast was the first business approved. Loan funds were used to purchase a conveyor, shucking tables, cold storage and a wheel loader.

The loan will help them increase their business as well as hire additional staff over the next year.

If a loan is made using this program, MARBIDCO will forgive a portion of

the debt that is owed under the following conditions, as certified by the Maryland Department of Natural Resources:

The market value for each bushel of oyster shell that is returned to DNR (the value of which will be determined by DNR using a legally prescribed methodology); \$25 for each bushel of spat-on-shell that is planted.

MARBIDCO and the Department of Natural Resources work together to assure a sustainable seafood industry along with retaining and reusing shells to be used for the next generation of oysters.

Photo by Chesapeake Bay Program



Family is Key to Raising Poultry

*MRBIFF Loans Facilitates
Time Together and Thriving
Businesses*

When Choudhry Asif and his wife Usma Razzaq lived in New York City, Asif rarely had time to spend with his four children. As the owner of a busy limo service, he found his business was taking too much time away from his family.

A fellow New Yorker and friend told him about the poultry industry in Maryland, as he had purchased a broiler farm near Pocomoke City. This information led Asif in 2012, to sell his limo business, pack up the family and move to Wicomico County.

This was the beginning of not only a big learning curve, from limousines to chickens, but also a quest for financing this new endeavor. He hoped this move would also help him spend more time with his family.

MARBIDCO's popular product, the Maryland Resource-Based Industry Financing Fund, or MRBIFF, was the perfect financial instrument to get this new family venture up and running. The family purchased their first poultry farm with help from MARBIDCO and a commercial bank. They then signed on with Perdue Farms.

The MRBIFF program offers low-interest loans to Ag/RBI-industry enterprises for the purchase of land and capital equipment for production and processing activities. MRBIFF offers loans

Above: Choudry Asif stands on the deck of his home overlooking the first of three poultry farms that he owns. Below: The recently purchased Model Farm.

up to \$300,000 for equipment, up to \$600,000 for real estate and up to \$1 million for large processing projects with interest rates starting at 4.75%. Through the MRBIFF program, MARBIDCO will provide between 20% to 40% of the debt financing for a project, with a commercial lender providing an equal or greater financial commitment.

After purchasing Ideal Farm Inc., Asif and his wife purchased Golden Faith Farms.

"MARBIDCO helped us come up with our downpayments. They are very helpful. I love it," said Asif.

In 2017 the Delmarva Poultry Industry, Inc. named 11 outstanding chicken growers at its 61st Booster Banquet.

The winners were selected by their companies from more than 1,600 poultry growers in the area and Choudry Asif contracted by Perdue Farms took home the honors that year.

Once again, the family turned to MARBIDCO for its financing needs. Having paid off a previous MRBIFF loan, they were ready to invest in a new poultry farm. For this project, MARBIDCO partnered with senior lender, Hebron Savings Bank.

Their most recent poultry farm purchase, Model Farm, is an improved property with five broiler houses, associated outbuildings, a manure shed and a solar farm. Proceeds from the loans were used to purchase the land, improvements and all machinery and equipment associated with the poultry operation at the location as well as the solar farm and equipment that is situated on the land.

Asif's eldest son, Ali, is a business management graduate of Salisbury University, and oversees a lot of the operations at the three poultry farms.

"I like it. It is peaceful and calm," said Ali, and at age 25, is fast becoming a second-generation farmer. His brother, 16-year-old Abdullah Asif helps during the summer months.

Asif's daughters also occasionally help out when needed at the farms. One daughter is in high school while the other is studying to become a doctor in medical school in Baltimore.

The family cares for nearly 750,000 chickens for Perdue in its 17 broiler houses across the three farms on the Southern Eastern Shore.

"We are all family run," said Asif. "We are very happy; the kids are happy. Every day I am with my family."

Mission accomplished.



FY 2024 MARBIDCO Ag/Rural Business Investments*

FY 2024 Loan Programs

	Applicants	Amount	Status
Maryland Resource-Based Industry Financing Fund Loan	7	\$2,861,500	Settled
Maryland Resource-Based Industry Financing Fund Loan	1	\$600,000	Approved
Agri-Business Equipment & Working Capital Loan Fund	2	\$120,765	Settled
Agri-Business Equipment & Working Capital Loan Fund	2	\$546,250	Approved
Southern Maryland Revolving Loan Fund	2	\$40,000	Settled
Maryland Watermen's Microloan Program	9	\$133,695	Settled
Maryland Oyster Shucking House Loan Program	1	\$200,000	Settled
Total Loan Applications Settled or Approved	24	\$4,502,210	
Total Loan Applications Denied or Withdrawn	19	\$2,696,880	
Total All Loan Applications	43	\$7,199,090	
Percentage of Loan Applications Settled or Approved	56%		

FY 2024 Rural Business Incentive Grants

	Applicants	Amount	Status
Southern Maryland Equity Incentive Grant	1	\$5,000	Closed
Maryland Livestock Processing Equipment Grant	6	\$104,570	Closed
Maryland Livestock Processing Equipment Grant	3	\$85,408	Approved
Maryland Wood Products Industry Equity Incentive Grant	14	\$560,734	Closed
Certified Local Farm Enterprise Food Aggregation Grant	6	\$645,192	Approved
MD Urban Ag Lending Incentive Grant	1	\$15,000	Closed
Maryland Value-Added Producer Grant (USDA Option)	4	\$58,043	Approved
Maryland Farmer Cold Storage Equipment Grant	26	\$42,142	Closed
Local Government Ag/RGI Project Cost Share Program	6	\$16,026	Closed
Local Government Ag/RGI Project Cost Share Program	8	\$27,733	Approved
Special One Time Grant	1	\$35,000	Closed
Future Harvest Beginning Farmer Graduate Grant	9	\$6,750	Closed
Total Grant Applications Closed or Approved	85	\$1,601,598	
Total Grant Applications Denied or Withdrawn	23	\$357,209	
Total All Grant Applications	108	\$1,958,807	
Percentage of Grant Applications Closed or Approved	79%		

FY 2024 Land Preservation Facilitation Programs

	Applicants	Amount	Status
Next Generation Farmland Acquisition Program	2	\$866,657	Settled
Next Generation Farmland Acquisition Program	1	\$472,545	Approved
Total Land Preservation Facilitation Programs Settled or Approved	3	\$1,339,202	
Total Land Preservation Facilitation Programs Denied or Withdrawn	2	\$312,983	
Total All Land Preservation Facilitation Program Applications	5	\$1,652,185	
Percentage of Land Preservation Facilitation Applications Closed or Approved	60%		

*Numbers as of June 30, 2024

FY 2024 Statement of Net Position*

Assets	2024	2023
Current Assets:		
Cash and cash equivalents	\$26,630,364	\$13,925,198
Accounts Receivable	\$325	\$1,075
Current portion of loans receivable	\$4,072,043	\$2,828,337
Accrued interest receivable	\$229,759	\$214,381
Other Assets	\$9,058	\$8,932
Noncurrent Assets:		
Loans receivable, net of current portion and Allowance of \$1,132,642 and \$1,303,922 for 2024 and 2023, respectively	\$32,210,380	\$32,491,230
Capital assets, net	\$16,086	\$17,676
Total Assets:	\$63,168,015	\$49,486,829
Liabilities		
Current Liabilities:		
Accrued expenses	\$127,703	\$112,310
Other liabilities		
Noncurrent Liabilities:		
Other liabilities	\$3,306	\$4,690
Total Liabilities	\$131,009	\$117,000
Net Position		
Invested in capital assets, net	\$16,086	\$17,676
Restricted	\$2,656,372	\$1,309,020
Unrestricted	\$60,364,548	\$48,043,133
Total Net Position	\$63,037,006	\$49,369,829
Total Liabilities, Deferred Inflows of Resources and Net Position	\$63,168,015	\$49,486,829

FY 2024 Revenue and Expenses*

	June 30, 2024	June 30, 2023
Income		
State appropriations (core programs and easement options)	\$15,235,000	\$6,735,000
Interest on investments	\$41,298	\$5,563
Interest income on loans receivable	\$1,480,001	\$1,251,631
Program revenue	\$269,255	\$179,724
Other revenue	\$3,082	\$3,743
Easement option repayments	\$876,547	\$1,558,869
Federal, regional and local grants	\$230,000	
Expenses		
Grants	\$1,242,091	\$673,139
Easement option purchases	\$1,607,614	\$2,458,478
Easement purchases		\$140,724
Administrative	\$299,167	\$287,611
Salaries & benefits	\$1,239,011	\$1,030,047
Depreciation	\$6,317	\$6,275
Provision for Loan Losses	\$73,806	\$296,993
Change in Net Position	\$13,667,177	\$4,841,263
Net Position, Beginning of Year	\$49,369,829	\$44,528,566
Net Position, End of Year	\$63,037,006	\$49,369,829

* From Audited Financial Statements

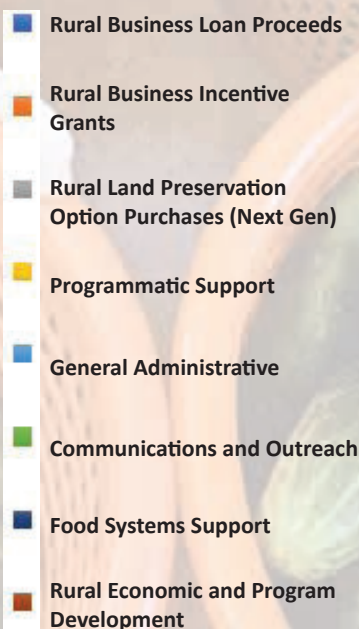
FY 2024 Commercial Lender Leverage Amounts

County	Business Type	Loan Amount	Commercial Lender Leverage Amount
Wicomico	Poultry-Broilers	\$600,000	\$943,000
Frederick	Cattle/Beef	\$300,000	\$450,000
Worcester	Poultry-Broilers	\$600,000	\$1,700,000
Caroline	Poultry-Broilers	\$280,000	\$425,000
Caroline	Poultry-Broilers	\$420,000	\$2,820,000
Somerset	Poultry-Broilers	\$500,000	\$1,925,000
Frederick	Poultry-Free Range	\$161,500	\$242,250
Wicomico	Poultry - Broilers	\$600,000	\$2,050,000

In FY 2024, MARBIDCO lent \$3,461,500 (in conjunction with Commercial Lenders) to eight Maryland Resource-Based Industry Financing Fund (MRBIF) borrowers. This enabled MARBIDCO to leverage more than \$10.5 million in commercial lender funds, resulting in a 3 to 1 leverage ratio. The MRBIF Program is MARBIDCO's most popular financing program. Since 2008, MARBIDCO has made 268 MRBIF loans totalling over \$71 million.

FY 2024 MARBIDCO Expenditures, By Category

Category	Amount	
Rural Business Loan Proceeds	\$4,502,210	
Rural Business Incentive Grants*	\$1,615,630	*Includes Pandemic Adjustment
Rural Land Preservation Option Purchases (Next Gen)	\$1,339,202	Loan Fund Rebates of \$14,032
Programmatic Support	\$787,310	
General Administrative	\$346,747	
Communications and Outreach	\$288,069	
Food Systems Support	\$48,309	
Rural Economic & Program Development	\$60,889	
Total	\$8,988,366	



MARBIDCO Joins Anne Arundel Economic Development Corporation in Awarding \$36,350 to Farm-Based Businesses



***\$17,750 in funding
awarded to farmers
thanks to MARBIDCO***

MARBIDCO and the Anne Arundel Economic Development Corporation (AAEDC) awarded \$36,350 in matching grants to six Anne Arundel County farm-based businesses through MARBIDCO's **Local Government Ag/RBI Project Cost Share Program** through AAEDC's Agricultural Business Improvement Grant (ABIG) program.

"We were thrilled with both the quantity and quality of applications that we received, and we look forward to watching these businesses grow their operations by carrying out the impactful projects they proposed," said AAEDC President and CEO Amy Gowan.

"MARBIDCO is very pleased that its Local Government Ag/RBI Cost Share Grant Program can work in tandem with AAEDC's Agricultural Business Improvement Grant Program to positively improve the operations of six local farm businesses," said MARBIDCO Executive Director Steve McHenry.

"By partnering in this three-way cost-sharing arrangement, these small agricultural enterprises will now be able to purchase some much-needed equipment to continue to grow their farm enterprises. We are delighted to work with AAEDC in this effort and thankful for its continuing support of our homegrown commercial food and fiber production industry."

AAEDC was able to provide **an additional \$17,750 in funding thanks to the support of MARBIDCO**, through this cost-share grant program.



What is the Local Government Ag/RBI Project Cost Share Program?

This program provides 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.

Proposed projects or activities should assist in some fashion Maryland's farming, forestry, or seafood industries. All applications must be submitted by a local or regional economic development office, and the funds being utilized by the governmental entity must be own-source (rather than simply pass-through) funds.

Maximum Grant Amount: \$25,000 (although most cost share grants do not exceed \$10,000). Food Safety Modernization Act (FSMA) matching grants are capped at \$5,000, and deer fences at \$3,000. Also, there is a limit of \$25,000 in total grants that can be awarded to any single government jurisdiction in any given fiscal year.





Sarah Campbell, fourth-generation farmer and owner of New Roots Farm in West River.

New Roots Farms' State-of-the-Art Equipment Fosters Growth and Sustainability

MARBIDCO's Local Government Agriculture & Resource-Based Industry Project Cost Share Program Grant Increases Resources for Farmers

Founded in 2016, New Roots Farm in West River has quickly made a name for itself with its high-quality grass-finished beef, grass-fed lamb, and pasture-raised pork.

Its owner, Sarah Campbell, a 4th generation farmer, started the business on her family's land. Sarah moved back to the farm in 2014 and began converting the land from conventional row crop production to pasture for grazing.

Sarah runs the farm with her business partner Chelsea Kruse, a first-generation farmer who came to New Roots Farm after working at several commercial dairy farms. She manages the livestock and pastures at the farm.

The farm spans 400 acres, with 100 acres dedicated to rotational grazing. This sustainable approach not only supports the health of the pastures but ensures that their livestock—comprising pure-bred and composite British White, South Poll, and Wye Angus cattle—produces premium meat.

The farm's commitment to quality is evident in its operations, which include finishing 20-24 head of cattle annually, raising 30-40 market lambs, and processing 80-100 hogs each year.

In FY 2024, MARBIDCO and the Anne Arundel Economic Development Corporation (AAEDC) joined together to support agricultural business in Anne Arundel County through a strategic partnership.

As part of MARBIDCO's Local Government Agriculture & Resource-Based Industry Project Cost Share Program, additional grant funds were allocated to enhance the Anne Arundel Economic Development Corporation's Agricultural Business Improvement Grant (ABIG) program.

This collaboration aims to amplify resources available to local farms and agribusinesses, fostering growth and sustainability in the region's agricultural sector by matching grant funds provided by the local government.

New Roots Farm, a rising star in Maryland's agricultural sector, was awarded a matching grant thanks to funds contributed by MARBIDCO (\$5,000) and AAEDC (\$5,000).

The MARBIDCO **Local Government Agriculture & Resource-Based Industry Project Cost Share Program** grant enhances New Roots Farm's ability to maintain and improve its high standards. This grant has been instrumental in acquiring proven grass-fed genetics and state-of-the-art record-keeping equipment, including RFID tags, tag readers, and specialized software at the farm.

The funding was used to purchase advanced grass-fed genetics, which are crucial for ensuring superior meat quality. Additionally, the grant enables the farm to invest in cutting-edge record-keeping technology. The new RFID tags and tag readers will streamline the monitoring and tracking of each animal's growth and health, while the specialized software



Sunset at New Roots Farm pasture. Photos by New Roots Farm, Sarah Campbell

will improve data management and operational efficiency.

This grant comes at a pivotal time for New Roots Farm as it expands its services. The farm is set to launch an enhanced home delivery service in partnership with a local creamery, aimed at making their premium products more accessible to consumers.

This new delivery option complements the farm's successful Meat CSA program, which has been a cornerstone of its direct-to-consumer sales strategy since 2017. By offering home delivery, New Roots Farm will further strengthen its connection with the community and provide convenient access to high-quality, sustainably raised meats.

The support from MARBIDCO highlights the importance of investing in agricultural innovation and sustainability. For New Roots Farm, this grant is not just a financial boost but a strategic enhancement that will support its mission of sustainable farming and exceptional meat quality. By integrating advanced genetics and modern record-keeping tools, the farm will continue to set a standard for excellence in the industry.

As New Roots Farm looks to the future, the grant from MARBIDCO will play a crucial role in driving the farm's growth and success. The investment in genetics and technology reflects the farm's commitment to both the environment and the community. With these resources, New Roots Farm is well-positioned to advance its sustainable practices and further its mission of providing top-quality meat while fostering strong local connections.

FY 2024 Photo Album

MARBIDCO staff participated in 175 events in FY 2024 including meetings, tours, conferences, expos and conventions.



Above: During a break from the rain at the RMC Maryland Day, Rural Maryland Council Executive Director Charlotte Davis, MARBIDCO Executive Director Steve McHenry and RMC Board Chair and Executive Director of the Upper Shore Regional Council, Susan O'Neill, gathered with RMC Executive Board members for a photo.

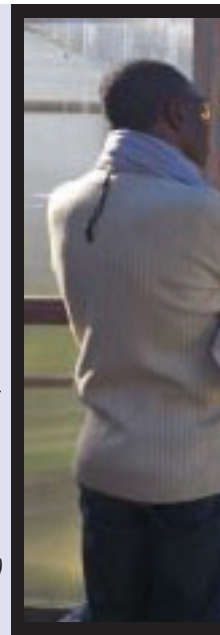


Left: Governor Wes Moore, Executive Directors Stephen McHenry (MARBIDCO), Charlotte Davis (RMC) and Maryland Senator Dawn Gile at the Summer MACo Conference in Ocean City.

Right: Steve McHenry attended a forestry related Tri-County Council of the Lower Eastern Shore bus/field tour in June. The tour group stands in front of a MARBIDCO Maryland Wood Products Industry Equity Investment Program financed micro-chipper owned by Eastern Shore Forest Products Inc.



Right: During the 20th Anniversary Small Farm Conference in November at the UMES Student Services Center in Princess Anne, Dr. Nadine Burton, a recipient of MARBIDCO's Small-Scale Farmer Entity Aggregation Grant gave a tour of her Tallawah Farm to attendees. (See page 12 for more information about this grant.)



Right: Eight MARBIDCO staff members attended the Annual Maryland and Virginia Agricultural Marketing and Development Officers Conference, sponsored by the Cecil and Harford Counties Offices of Economic Development, and MARBIDCO.



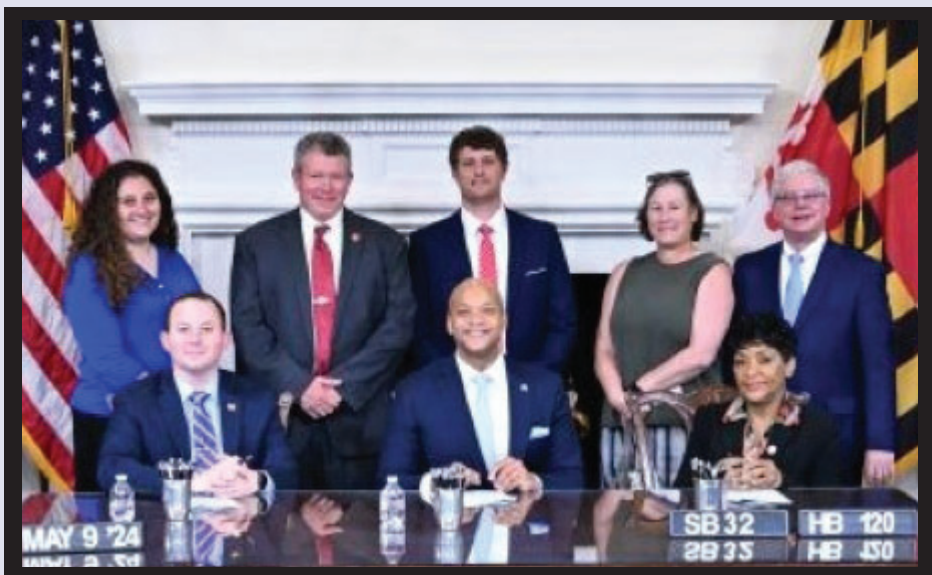
Above: Secretary of Agriculture, Kevin Atticks spoke to the Maryland-Virginia Conference in Harford County. Joseph Guthrie, Commissioner of the Virginia Department of Agriculture also spoke at the dinner at Hopkins Farm Brewery, a recipient of a MARBIDCO Local Government Agriculture & Resource-Based Industry Project Cost Share Grant.



Above: Stacy Kubofcik, Assistant Director, MARBIDCO (far right), participated in a panel discussion on “What’s New in Funding Support for Small Businesses” to share information on MARBIDCO programs for agricultural and rural businesses as part of MEDA’s 2023 Rural Economic Development Session-Upper Shore held at Cecil College.



Right: Governor Wes Moore signed SB 32 and HB 120 (which made changes to MARIBDCO’s Watermen’s Microloan Program and Oyster Shucking House Loan Program) into law on May 9th. Looking on are Senate President Bill Ferguson, House Speaker Adrian Jones, bill sponsor Senator Jack Bailey (standing second from left), MARBIDCO’s Steve McHenry, and constituents from St. Mary’s County (including a commercial waterman).



Below: MARBIDCO was a sponsor of the MAEF Banquet & Auction. attending in November were MARBIDCO Board members John Jastrzembski, left and A.C. Alrey, far right, with Steve McHenry and Sec. of Agriculture, Kevin Atticks.



Above: Following an August 2023 visit by the Maryland Department of Agriculture and the Maryland Department of Environment, to El Salvador to explore ways to strengthen agricultural ties, an exposition of El Salvadoran products and area agricultural organizations, including MARBIDCO, took place at the Maryland International Agriculture & Environment Conference at the Smithsonian Environmental Research Center in October.





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