



MARBIDCO

MARBIDCO MATTERS

Summer Issue Vol. V

Maryland Agricultural and Resource-Based Industry Development Corporation's (MARBIDCO) quarterly newsletter offers Ag/RBI economic development news you can use. Discover our financing opportunities, programmatic updates, news, upcoming events, and more.



WHAT'S NEW @ MARBIDCO

MARBIDCO & SMADC Help Southern Maryland Meat Processor with Funding to Make Facility Improvements

SMADC and MARBIDCO are responding to the demand for enhanced and expanded livestock processing facilities in Anne Arundel, Calvert, Charles, Prince George's, and St. Mary's Counties.



MARBIDCO is excited to announce its collaboration with the Southern Maryland Agricultural Development Corporation (SMADC), which is a part of the Tri-County Council for Southern Maryland. This partnership aims to support Stauffer's Butcher Barn located in Mechanicsville, St. Mary's County, by providing funding for the acquisition of meat processing equipment and enhancing its existing custom slaughter processing facility. This initiative will ultimately enable them to achieve USDA inspection for retail sales in the future.

Steven and Jen Stauffer both hail from farming families in St. Mary's County and aspire to continue that legacy with their children, Jayden, Waylon, and Warren. Butchering with the Stauffer family is a collective endeavor. A significant portion of the livestock acquired is raised on local family farms, and relatives frequently assist with the processing in the barn. The Stauffer family has restored one of the oldest tobacco barns belonging to the Dixon Family and constructed their shop within its structure. This barn, which is over a century old, is a source of pride for the family as they maintain its functionality.

SMADC is supplying the entire loan amount to MARBIDCO, which subsequently created the **Southern Maryland Livestock Processing Revolving Loan** to finance a new livestock slaughter operation. This collaborative effort encompasses a SMADC-funded grant of \$200,000 with no matching requirement, along with a \$250,000 loan, aimed at capital and equipment investments in meat processing facilities. Tri-County Council has requested that MARBIDCO manage this loan fund to serve the Greater Tri-County Area.

The primary objective of this initiative is to uphold a dedication to enhancing and fostering a sustainable and profitable agricultural community in Southern Maryland by investing in livestock and meat processing capabilities to assist local livestock producers.

Supporting the livestock processing sector is a fundamental aspect of MARBIDCO's mission. MARBIDCO administers financing initiatives aimed at aiding livestock processing throughout the State.

As an incentive for the borrower - who maintains good repayment standing - MARBIDCO will waive approximately 25% of the loan amount by eliminating the final quarter of amortizing loan payments.

This funding, which consists of both a grant and loan, will offer a sustainable solution for processing locally sourced USDA-inspected meats, thereby removing the necessity for farmers to transport their products to distant or remote areas.

Stauffer's Butcher Barn presently provides custom exempt processing services for beef, hogs, sheep, and goats.

Furthermore, the business will:

- Facilitate the sale of fresh meat by providing local services for cutting, wrapping, and

labeling.

- Provide value-added services including smoking, fermentation, sausage-making, scrapple production, and stuffed hams.
- Improve the profitability of local livestock products by lowering costs and enhancing sales opportunities.
- Establish a dedicated retail area for selling locally produced items, promoting consumer engagement, supporting local food systems, and broadening markets for Southern Maryland livestock farmers.

Customers of the Butcher Barn will continue to have the option to choose their desired cuts, with these specialty products being vacuum sealed and frozen before collection. The establishment plans to maintain the custom processing segment of its operations while also introducing retail processing for both intact and non-intact meats, in addition to specialty items like sausages and smoked meats.



Popular Maryland Producer Cold Storage Grant Program Returns

The Maryland Producer Cold Storage Grant Program assists farmers and watermen in purchasing the necessary cold storage equipment for their operations. MARBIDCO will match up to 50% of the cost of the project purchase, with a maximum grant award amount of \$2,000.

Eligible applicants* include farmers and watermen with at least \$1,000 in agricultural or seafood product sales in calendar years 2024 or 2025. The eligible applicants can include sole proprietorships, partnerships, cooperatives, and LLCs.

Agricultural products include produce, livestock, shellfish, or horticultural products that are grown on the applicant's farm. Seafood products include finfish and shellfish products that are harvested in Maryland. Additionally:

- *Commercial Watermen must have an active Tidal Fisheries License (TFL) or appropriate commercial harvesting license with the Department of Natural Resources or appropriate commercial harvesting license with the Potomac River Fisheries Commission, and provide the license number on the application form.

- Applicants who are Shellfish Aquaculture farmers must be active leaseholders with the Department of Natural Resources and provide the lease number on the application form.
- Applicants who are Commercial Watermen must have an active Unlimited Tidal Fish License (TFL) or appropriate commercial harvesting license with the Department of Natural Resources or appropriate commercial harvesting license with the Potomac River Fisheries Commission, and provide the license number on the application form.
- Business operation income tax return for 2024 for corporations and LLCs, personal tax return for 2024 for sole proprietors and partnerships, OR third-party provided evidence of at least \$1,000 of sales of products for businesses started in 2025. Third-party-provided evidence (Square, PayPal, etc.) must clearly show the dollar amount of sales made by the applicant and show the agricultural products sold for that amount. Spreadsheets containing sales data will not be accepted.
- Businesses must be in good standing with the **Maryland**

- *Shellfish Aquaculture farmers must be active leaseholders with the Department of Natural Resources and provide the lease number on the application form.

Grant funds and matching funds must be used to purchase and install cold storage equipment from a licensed retailer (private sales are not eligible), including:

- Large coolers
- Ice machines
- On-boat or On-dock cold storage
- Reach-in refrigerator/freezer
- Walk-in refrigerator/freezer
- On-truck cold storage (does not include costs related to purchasing a truck)
- Third-party costs related to the installation of a cold storage unit or the construction of a cold storage facility

Ineligible Costs Include: Purchases made before June 16, 2025.

Terms and Conditions

Minimum / Maximum Grant: \$500 / \$2,000

Match Required: Applicants are required to pay for at least 50% of the eligible project cost. (The minimum overall project size is \$1,000.)

Application Requirements

- Submit a completed and signed application form and all required attachments.



Department of Assessment and Taxation.

- Project budget – provide an itemized list of equipment to be acquired with cost estimates.

Application Deadline: Application will be accepted on a rolling basis, and the deadline is August 27, 2025 (electronic submissions are encouraged).

Applications will be processed on a first-come, first-served basis.

Applications will be processed as they are received. All applicants should expect to purchase or order equipment by September 30, 2025. Funds will be disbursed as a reimbursement based on proof of payment. Acceptable proof of payment includes paid receipts, invoices from licensed retailers marked zero balance or paid, and copies of cancelled checks (front and back images).

Send a completed and signed original application form, including all the required attachments, to: Send application electronically to **brawlings@marbidco.org** or mail to: MARBIDCO, Maryland Producer Cold Storage Grant Program c/o Brittany Rawlings
1410 Forest Drive, Suite 21, Annapolis, MD 21403.

Cold Storage Grant

Watermen's Microloan Program Now Open to Beginner Watermen and Seafood Processors

In addition to Generational Watermen, “Beginner Watermen” and seafood processors are now eligible to apply for MARBIDCO’s low-interest Watermen’s Microloan program.

A “Generational Waterman” is a licensed commercial waterman who:

Watermen's Microloan

A “Seafood Processing Business” is a seafood processor that meets each of the following three eligibility requirements:

- Holds either a TFL issued by the Department of Natural Resources or holds a commercial license to catch finfish, crabs, clams, and oysters issued by the Potomac River Fisheries Commission.

- Is a resident of the State
- Holds a TFL issued by the Department of Natural Resources, OR has a commercial license to catch finfish, crabs, clams, and oysters issued by the Potomac River Fisheries Commission, and
- Can demonstrate that 50% or more of the waterman's annual income was derived from commercial seafood harvesting through the submission of the two most recent federal income tax returns.

A "Beginner Waterman" is a licensed commercial waterman who:

- Is a resident of the State and is at least 18 years of age
- Holds a TFL issued by the Department of Natural Resources, OR has a commercial license to catch finfish, crabs, clams, and oysters issued by the Potomac River Fisheries Commission, and
- Can demonstrate at least two years (but not more than 10 years) of commercial seafood harvesting experience through the submission of a written narrative describing your work as a waterman and a reference letter attesting to your experience as a commercial waterman
- Provides the two most recently available tax returns (if available).



- Has held a Seafood Dealer license issued by the Department of Natural Resources for at least the last two years, and
- Can demonstrate commercial seafood processing income through the submission of the two most recently available federal income tax returns.

Eligible expenses: Commercial watermen may purchase tangible equipment that includes boats, motors, and harvesting gear. Seafood processors may purchase seafood processing equipment only. The equipment purchased must have a useful lifespan of at least 7 years.

Loan Terms and Conditions

- **Loan Amount:** Loans between \$7,000 and \$20,000 for equipment. The maximum loan amount for equipment purchases is \$20,000 (not including a boat).
- Loans up to \$30,000 may be made for the purchase of a workboat.
- Loans up to \$40,000 may be made for the purchase of a workboat and equipment (with equipment purchases limited to \$20,000).
- The lifetime aggregate limit of all microloans is \$40,000.

Loans have an interest rate of 3.00% and partial loan forgiveness may be available for good loan repayment performance.

MARBIDCO Loan Program

MARBIDCO Offers Two Maryland Resource-Based Industry Financing Fund (MRBIFF) Options

MARBIDCO's popular MRBIFF Loan Program now offers a Participation Loan option in addition to its traditional Direct Loan option. Under the Participation Loan option, the senior lender holds and services the MARBIDCO portion of the commercial



financing.

Both options offer low-interest loans to Ag/RBI businesses for the purchase of land and capital equipment for commercial food, feed, and fiber production and processing projects.

MARBIDCO typically finances between 30-49% of the debt. The Participation Loan option is currently offered through **Horizon Farm Credit** and **Colonial Farm Credit**. MARBIDCO welcomes other lenders to adopt this lending approach. If interested, please contact MARBIDCO.

Direct Loan Maximum Loan Amounts

- Real Estate and renewable energy projects- \$600,000
- Equipment/fixed assets- \$300,000
- Large-scale food/fiber processing projects-\$1,000,000 (but not more than 25% of the project cost)

Participation Loan Maximum Loan Amounts

- Real Estate and renewable energy projects - \$700,000
- Equipment/fixed assets- \$350,000
- Large-scale food/fiber processing projects-\$1,000,000 (but not more than 25% of the project cost)

Interest Rates

- Direct loan - 4.75% for the first 3 years, 5.25% for the next 3 years, and 5.75% for the remaining term of the loan.
- Participation loan - 4.25% and the primary lender may require a loan servicing fee of up to 0.75% (maximum 5.00% for the full term of the loan)

Contact Brian Cadden at bcadden@marbidco.org or 410-267-6807 for more information.

MARBIFF Program

MARBIDCO Grant Program

Maryland Urban Agriculture Commercial Lending Incentive Grant



The Maryland Urban Agriculture Commercial Lending Incentive Grant is designed to provide an incentive for beginning urban farmers to seek commercial lender financing for the development of their urban

Terms and Conditions

Maximum Grant Amount: \$15,000 for equipment and working capital and \$35,000 for real property, but no more than 25% of the project's total cost. In addition, the grant

agricultural enterprises, including the purchase of a farm property in an eligible urban area. MARBIDCO has partnered with [Horizon Farm Credit](#) to establish and manage this fund.

Applicants must be Beginning Urban Farmers, which are defined as being farmers (either individuals or incorporated businesses) with the principal operator(s) having:

- 10 or fewer years of commercial farming experience – either in a for-profit or not-for-profit setting or having limited personal or business financial resources (net worth less than \$300,000);
- A commercial food/fiber growing operation located in an urban area as defined by the United States Census Bureau and any incorporated municipality recognized by the State of Maryland.

Eligible business activities include the purchase of:

- Real estate
- Agricultural inputs and supplies such as seeds, fertilizer, compost, and baskets.
- Farm tools and equipment.
- Greenhouses, high tunnels, refrigeration, and irrigation systems; and
- Hired labor (at no more than 20% of the total eligible project cost).

amount can be no more than 33% of the approved commercial loan for this project.

Minimum Grant Amount: \$1,000. (This means there must be an approved commercial loan of at least \$3,000.)

Commercial Lender Participation: Required.

A commercial lender must have approved a loan to fund the proposed urban farming project before a grant will be awarded.

Disbursement of Funds: Funds will be disbursed to approved applicants on a schedule to be determined when the grant is awarded.

Application Submission Process

Applicants must verify in their application that commercial lender or Farm Service Agency loan proceeds are available to help complete the proposed farming project. Applicants who are awarded grants may not materially deviate from their approved business plans without approval from MARBIDCO and the participating commercial lender.

*Send the completed application to
MARBIDCO Urban Agricultural Grant, 1410
Forest Drive, Suite 21, Annapolis, MD 20403,
or email to info@marbidco.org.*

Urban Ag Incentive Grant



Where in Maryland is MARBIDCO?

MARBIDCO's staff and Board members attend nearly a hundred events and meetings each year to support our partners in the agricultural, seafood, and forestry industries. Here is one of the conferences we recently sponsored and attended this summer.



DCA Chicken Booster BBQ

MARBIDCO once again sponsored and attended the annual Delmarva Chicken Association Booster BBQ on June 4th at the Delaware State Fairgrounds—a major gathering for Delmarva Chicken



Farhan and Valeria Nasir of Worcester County were awarded the J. Frank Gordy Delmarva Distinguished Citizen Award.



*DCA Outstanding Grower **Mohammad Sheikh**.*

Association (DCA) members and guests. We are happy to report that two MARBIDCO (MRBIFF) loan recipients were honored for their community support and outstanding work as poultry farmers. We congratulate these two dynamic poultry farmers!

Farhan and Valeria Nasir of Worcester County were honored with the prestigious *J. Frank Gordy Delmarva Distinguished Citizen Award*. The J. Frank Gordy Delmarva Distinguished Citizen Award recognizes individuals who are passionate about the chicken industry, actively involved in its advancement, and committed to improving their communities on the Delmarva Peninsula.

Mountaire Outstanding Grower

Mohammad Sheikh of Princess Anne, was also acknowledged during the event. DCA presents Outstanding Grower Awards to farm families in the chicken community who demonstrate exemplary broiler chicken raising practices.



Sierra Criste, Financial Programs Specialist at MARBIDCO

MARBIDCO Participates in Panel at a SMADC Cultivating Careers Workshop in Southern Maryland

MARBIDCO's Sierra Criste participated in a professional ag career panel during the June 27th *SMADC Cultivating Careers Workshop in Southern Maryland*. The event was held for school career counselors, teachers and leaders from the five southern Maryland Counties. Additionally, Maryland Agricultural Education Foundation (MAEF) staff presented about the huge variety of careers rooted in agriculture — from food science and mechanics to marketing and environmental sustainability.

MARBIDCO WEBSITE <https://www.marbidco.org/>
We hope you will visit our website frequently to discover our many programs and financing opportunities.

Upcoming Agricultural Events

(we hope to see you at these occasions)



JULY 24TH | ALL DAY

CHECK-OFF FUNDED GRANTS
NETWORKING | RECOGNITION
CRAB FEAST & BBQ



QUEEN ANNE'S COUNTY 4-H PARK
CENTREVILLE, MD 21617

Maryland Commodity Classic

This year's Maryland Commodity Classic will be held on July 24th at the Queen Anne's County 4-H Park! We look forward to a full day including morning presentations, a trade show featuring sponsors and check-off funded grants, a guest speaker, a crab feast and more! A full agenda will be released in the coming weeks.

Purchase tickets through [Eventbrite](#) or by mailing a check to our office. Members of the Maryland Grain Producers Association will receive a free ticket in the mail, additional tickets are available online or at the gate.



Buy Local Challenge 2025

Celebrate MD farms, food, & fun at the Buy Local Challenge 2025! July 28, 5-8 PM.

Tettimers' Produce. Live music, rides & more!

[Tickets available.](#) Celebrate Maryland's vibrant farms, talented producers, exquisite arts, and unique crafts! This family-friendly event promises fun for all ages at the Buy Local Challenge Celebration Event.

Date: Monday, July 28, 2025 Time: 5:00 PM - 8:00 PM EDT Location: Tettimers' Produce at Rolling Acres Farm, 3305 St Leonard Rd, Calvert County, Maryland 20676 (Rain or Shine!)



A Taste of Arundel Grown 2025

Taking place on Wednesday, August 6, from 5:30-7:30PM at Homestead Gardens in Davidsonville, this year's event will feature:

- A one-of-a-kind menu featuring delicious dishes made by Bread and Butter Kitchen owner and Chef Monica Alvarado using ingredients from Anne Arundel County's farmers and producers.
- Beer and wine from Anne Arundel County breweries and wineries.
- Remarks on the importance of buying local and supporting Anne Arundel County agriculture by AAEDC President & CEO Amy Gowan and AAEDC Agricultural Business Development Director Shelley Garrett.
- Live music throughout the event.
- Plenty of great conversation and networking.

A Taste of Arundel Grown, Arundel Ag's signature event, celebrates local agriculture by showcasing food, beer, and wine primarily grown, raised, or produced in Anne Arundel County.

The event seeks to support local farmers and watermen by raising the visibility of what they produce and encouraging residents and businesses to purchase their products throughout the year.

A Taste of Arundel Grown

MARBIDCO is a nimble, quasi-governmental financial intermediary organization that has a mission to serve exclusively the commercial farming, forestry, and seafood industries of Maryland. Young and beginning farmers are a special focus for MARBIDCO, as is farm operation diversification. Since 2007, MARBIDCO has approved some 1,462 financings totaling more than \$117 million for food and fiber business projects located in all of Maryland's counties – and in the process has leveraged more than \$237.4 million in commercial lender financing.

For more information call us at 410-267-6807 or by email at info@marbidco.org or visit our website www.marbidco.org



MARBIDCO offers funding programs for assisting with purchasing farms and real estate, programs for forestry businesses, commercial watermen, shellfish aquaculture, and seafood, plus grant incentive programs, local and regional sponsored programs, and additional loan programs.

For more information about MARBIDCO financial programs, please click below for our MARBIDCO Program Summary PDF.

[Program Summary](#)



MARBIDCO Staff

Including Key Programmatic Responsibilities

Stephen McHenry Executive Director

smchenry@marbidco.org

- New Business Development
- Stakeholder Relations
- General Management/Programmatic Oversight

Stacy Kubofcik Assistant Director

skubofcik@marbidco.org

- MRBIF Loans
- Maryland Oyster Shucking House Loans
- Loan and Grant Oversight Reviews

Brian Cadden Financial Programs Specialist

bcadden@marbidco.org

- MRBIF Loans
- Agribusiness Equipment/WC Loans
- Vineyard/Hopyard/Orchard Planting Loans
- Forestry Equipment/WC Loans
- Wood Product Industry Grant Program

Sierra Criste Financial Programs Specialist

scriste@marbidco.org

- Agribusiness Equipment/WC Loans
- Next Generation Programs
- MRBIF Loans
- Livestock Processing Equipment Grants

Daniela Merkle Loan Administration Specialist

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- Loan Processing and Workouts
- Local Government Cost Share Grants

Brittany Rawlings Financial Programs Specialist

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- Shellfish Aquaculture/Watermen Loans
- MD Large Animal Vet Loan Program
- Select grant programs

Allison Roe Financial Programs Officer/Program

Coordinator aroe@marbidco.org

- Next Generation Programs
- Maryland Livestock Processing Loans
- MRBIF Loans

Tina Wilkins Senior Accounting Coordinator

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- Collections and Workouts

LeeAnn McCullough Administrative Specialist

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- Billings and Collections

Jill Zarend Communications Specialist

jkubatko@marbidco.org

- Outreach and Events
- Website, marketing and media



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