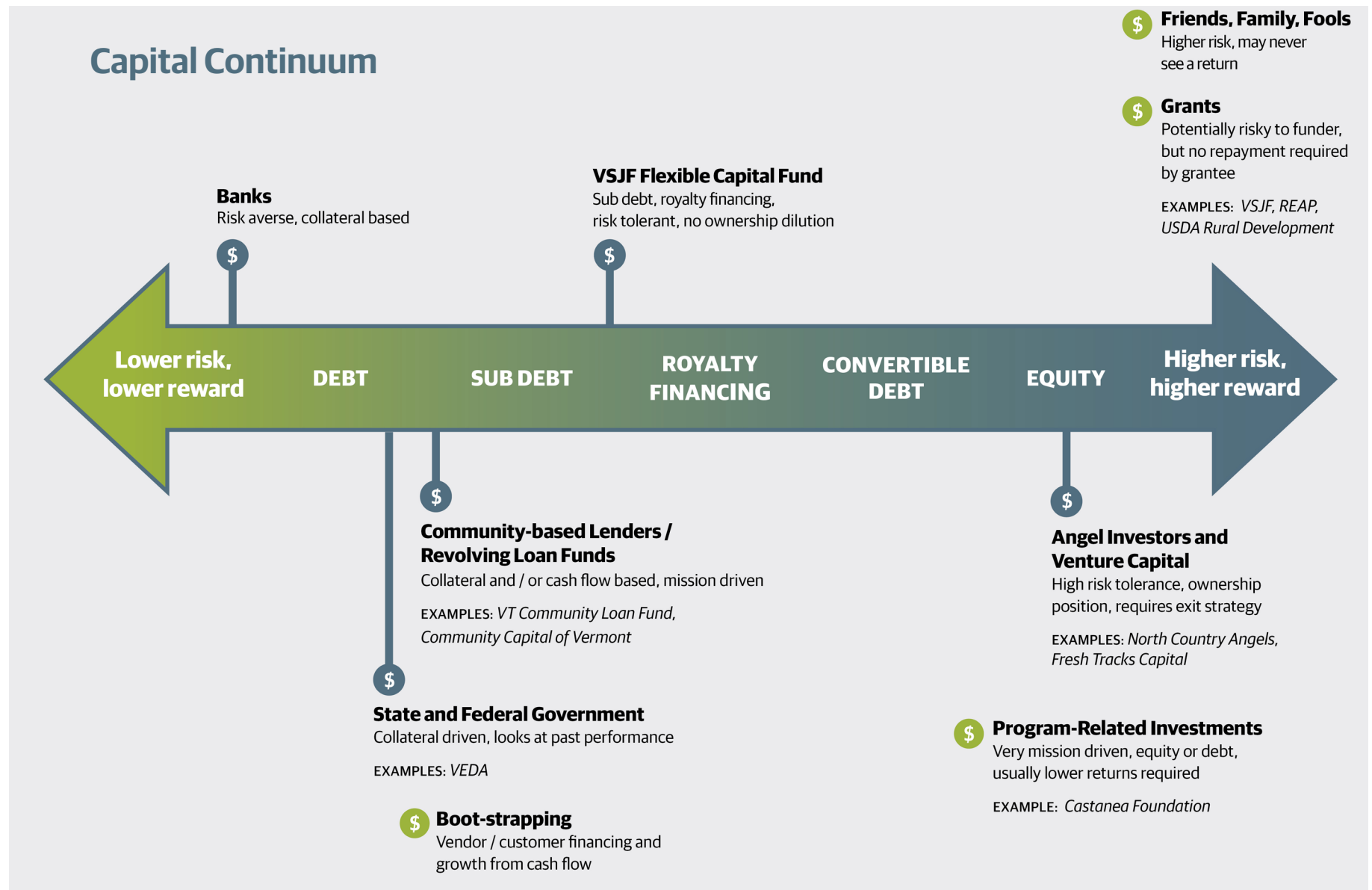


Food System Financing Inventory

Vermont businesses of all types, sizes, and stages of development need access to a variety of forms of capital (equity, debt, grants, incentives) to grow, scale up, and/or enter new markets. No type of capital is better or worse than another. Good growth plans occur all along the capital continuum. The following continuum offers a snapshot of capital providers working to help Vermont's businesses grow.



Disclaimers:

- 🍏 This inventory includes publicly funded or alternative funding sources. It does not include traditional banks or lending institutions.
- 🍏 This inventory does not include emergency assistance programs or programs that will be outdated by the time this database is published.
- 🍏 This inventory is not meant to be comprehensive but representative of the types of funding available to Vermont's food system. If your organization provides alternative source of funding for Vermont's food system, and you are not listed, please contact janice@vsjf.org to be added to the inventory.
- 🍏 Information in this inventory is dated at a point in time, and may not be current. For up-to-date information on these programs, contact the organization directly by email, phone, or visit the website.

Capital Continuum Definitions:

- 🍏 **Debt:** The amount of money borrowed by one party from another. A debt arrangement gives the borrowing party permission to borrow money under the condition that it is to be paid back at a later date, usually with interest.
- 🍏 **Mezzanine or near equity financing:** A hybrid of debt and equity financing that is typically used to finance the expansion of existing companies. This option typically includes such instruments as subordinated debt, convertible debt, warrants, royalty financing or some combination of instruments.
- 🍏 **Subordinated debt:** A loan (or security) that ranks below other loans (or securities) with regard to claims on assets or earnings. In the case of default, creditors with subordinated debt do not get paid out until after the senior debt holders have been paid in full. Therefore, subordinated debt is more risky than unsubordinated debt.
- 🍏 **Royalty financing:** This type of financing is not readily available in Vermont. It is based on a company's selling a piece of gross revenue instead of selling ownership—hence it's often called "near equity." In exchange for a loan, the company gives the investor a percentage of sales until the investor has received back principal plus additional interest negotiated with the investor.
- 🍏 **Convertible debt:** Instruments that are essentially asset-backed loans that can require the business owner to give up some future equity (ownership) in the business if the lender wishes to convert the debt to an equity position in the company.
- 🍏 **Equity financing:** The act of raising money for company activities by selling common or preferred stock to individual or institutional investors. In return for money paid, shareholders receive ownership interests in the corporation.
- 🍏 **Grants:** A contribution, gift, or subsidy (in cash or kind) bestowed by a government or other organization for specified purposes to an eligible recipient. Grants are usually conditional upon certain qualifications as to the use, maintenance of specified standards, or a proportional contribution by the grantee or other grantor(s).
- 🍏 **Program-related investments (PRIs):** Investments made by foundations to support charitable activities that involve the potential return of capital within an established time frame. PRIs include financing methods such as loans, loan guarantees, and even equity investments in charitable organizations or in commercial ventures for charitable purposes.

*Definitions from www.investopedia.com and www.businessdictionary.com.

ORGANIZATION: PROGRAM	CONTACT	ELIGIBLE APPLICANTS	PURPOSE OR USE OF FUNDS
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Financing Instrument Type: BOND

<p>Vermont Economic Development Authority (VEDA): Tax-Exempt Revenue Bond for Manufacturers</p>	<p>Steve Greenfield 58 East State Street, Suite 5 Montpelier, VT 05602 www.veda.org/interior.php/pid/1/sid/2/tid/21 (802) 828-1033 sgreenfield@veda.org</p>	<p>Manufacturers engaged in the production of tangible personal property.</p>	<p>Funds can be used only for the acquisition of capital assets: land, equipment, facilities. Revenue bonds generally make sense for qualified projects needing in excess of \$750,000.</p>
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Financing Instrument Type: EQUITY

<p>CEI Ventures</p>	<p>Nat Henshaw 2 Portland Fish Pier Portland, ME 04021 www.ceiventures.com (207) 772-5356 nvh@ceimaine.org</p>	<p>Companies exhibiting rapid growth, dynamic transformation, or emergence.</p>	<p>Growth capital.</p>
<p>Fresh Tracks Capital</p>	<p>Cairn Cross P.O. Box 849 Shelburne, VT 05482 www.freshtrackscap.com (802) 923-1500 ccross@freshtrackscap.com</p>	<p>Companies with \$1 million in revenue run rate and high growth objectives with unique and defensible business models, and products or services.</p>	<p>Growth capital.</p>
<p>Golden Seeds Angel Network</p>	<p>Kindra Tatarsky Nationwide www.goldenseeds.com (888) 629-6774 nvh@ceimaine.org</p>	<p>Companies led by women entrepreneurs and/or women in key management positions who retain significant equity.</p>	<p>Growth capital.</p>
<p>Granite State Angels (NH)</p>	<p>Fred Wainwright www.granitestateangels.com wainwright@granitestateangels.com</p>	<p>New Hampshire and New England enterprises with the potential for rapid growth.</p>	<p>Growth capital.</p>

ORGANIZATION: PROGRAM	CONTACT	ELIGIBLE APPLICANTS	PURPOSE OR USE OF FUNDS
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Financing Instrument Type: EQUITY

<p>Investor's Circle</p>	<p>Matt Lombardi 165 11th Street San Francisco, CA 94103 www.investorcircle.net (415) 255-6844 mlombardi@investorcircle.net</p>	<p>Companies that expect to generate revenues of at least \$5 million within the next 5 years. Typically invest in companies looking for less than \$3.0 million in capital and that have a clear commitment to a social and/or environmental mission.</p>	<p>Growth capital.</p>
<p>Launch Capital</p>	<p>Elon Boms 1 Mifflin Place Cambridge, MA 02138 www.launch-capital.com/ventures</p>	<p>Businesses with a national or international reach that have exponential growth expectations.</p>	<p>Growth capital.</p>
<p>North Country Angel Investors</p>	<p>Fred Wainwright www.northcountryangels.com fw@northcountryangels.com</p>	<p>Vermont- and New England-based enterprises with potential for rapid growth.</p>	<p>Growth capital.</p>
<p>U. S. Citizenship and Immigration Services: EB-5 Program</p>	<p>James Candido National Life Drive Montpelier, VT 05602 www.thinkvermont.com/Programs/EB5/tabid/389/Default.aspx (802) 828-3637 james@thinkvermont.com</p>	<p>This federal program provides EB immigrant visas to foreign investors in exchange for a minimum investment of \$1 million (\$500,000 if in targeted area) and 10 new jobs created by business. Eligible recipients include for-profit businesses with projects that are at-risk investments and located outside the Burlington metropolitan area.</p>	<p>Business expansion or development or adding capacity.</p>
<p>Vermont Seed Capital Fund</p>	<p>David Bradbury 210 Colchester Avenue Burlington, VT 05405 www.vermonttechnologies.com (802) 656-3880 david.bradbury@uvm.edu</p>	<p>Vermont-based (or seeking to move to Vermont) start-up / early stage technology companies, including food system-related companies.</p>	<p>Growth capital.</p>

Financing Instrument Type: EQUITY / DEBT

<p>Launch Capital</p>	<p>Heather Onstott 1 Mifflin Place Cambridge, MA 02138 www.launch-capital.com/small-business</p>	<p>Businesses that will generate near-term revenue, have linear growth expectations, and have a local or regional reach.</p>	<p>Growth capital.</p>
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ORGANIZATION: PROGRAM	CONTACT	ELIGIBLE APPLICANTS	PURPOSE OR USE OF FUNDS
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Financing Instrument Type: EQUITY OR NEAR EQUITY

<p>Vermont Small Business Offering Exemption</p>	<p>William Carrigan 89 Main Street Montpelier, VT 05620 www.bishca.state.vt.us/node (802) 828-3301 william.carrigan@state.vt.us</p>	<p>Vermont small businesses.</p>	<p>Growth capital. This is an exemption from security law that allows a small business to seek up to \$500,000 in a private offering / investment capital with up to 50 purchasers. See BISHCA website for information and consult with an attorney.</p>
<p>Cooperative Capital Fund</p>	<p>Betsy Black P.O. Box 3413 Amherst, MA 01004 www.coopcapital.coop/coopcapital (603) 228-6195 betsy@coopfund.coop</p>	<p>Start-up or existing cooperatives located in New England states.</p>	<p>Working capital for start-up or expansion.</p>

Financing Instrument Type: GRANT

<p>Clean Energy Development Fund</p>	<p>Andrew Perchlik 112 State Street Montpelier, VT 05620 http://publicservice.vermont.gov/energy/ee_cleanenergyfund.html (802) 828-4017 andrew.perchlik@state.vt.us</p>	<p>Vermont individuals, companies, nonprofits, and municipalities looking to develop or deploy renewable resources that generate electric power, thermal energy, or geothermal resources; or develop energy efficient technologies.</p>	<p>Preproject financial assistance, small-scale systems, large-scale systems, special demonstration projects.</p>
<p>High Meadows Fund</p>	<p>Gaye Symington P.O. Box 30 Middlebury, VT 05753 www.highmeadowsgroup.org (802) 388-3355 gsymington@vermontcf.org</p>	<p>Typically nonprofit organizations.</p>	<p>Projects that reduce the use of fossil fuels, promote sustainable agriculture, and encourage compact settlements.</p>

ORGANIZATION: PROGRAM	CONTACT	ELIGIBLE APPLICANTS	PURPOSE OR USE OF FUNDS
Financing Instrument Type: GRANT			
John Merck Fund	Ruth G. Hennig 2 Oliver Street Boston, MA 02109 www.jmfund.org (617) 556-4120 info@jmfund.org	Typically nonprofit organizations.	Varies by program area (e.g., climate and clean energy, environmental health, and rural New England).
Sandy River Charitable Foundation	Nate Berry 349 Voter Hill Road Farmington, ME 04938 www.srcfoundation.org (207) 779-1682 info@srcfoundation.org	Typically nonprofit organizations.	Can support general administration and costs related to a specific project.
Stonyfield Farms: Profits for the Planet	10 Burton Drive Londonderry, NH 03053 www.stonyfield.com/about_us/stonyfield_profits_for_planet/index.jsp	Any organization can apply. There are four funding categories: * Family farming * Slowing or reversing climate change * Organic agriculture and reduction of toxins in agriculture and the food supply * Avoiding adverse health impacts from environmental and agricultural practices	To support efforts that help protect and restore the environment and generate measurable results.
USDA / Northeast SARE: Farmer Grant Program	Carol Delaney 655 Spear Street Burlington, VT 05620 http://nesare.org/get/farmers http://nesare.org/get/partnership/pg-overview/grant-description.html	Farmers in the Northeast SARE region.	To test innovative ideas using a field trial, on-farm demonstration, or other technique.
USDA / Northeast SARE: Partnership Grant Program	(802) 656-0697 carol.delaney@uvm.edu	Agricultural research organizations or nonprofits; commercial agricultural consulting business in the Northeast region.	On-farm demonstrations, research, marketing, and other projects that will add to our understanding of sustainable agriculture.

ORGANIZATION: PROGRAM	CONTACT	ELIGIBLE APPLICANTS	PURPOSE OR USE OF FUNDS
Financing Instrument Type: GRANT			
USDA / Northeast SARE: Sustainable Community Grant Program	Carol Delaney 655 Spear Street Burlington, VT 05620 http://nesare.org/get/sustainable-community/sc-overview/grant-description.html	Agriculturally oriented agencies (cooperative extensions, NRCS, or comparable entities) and community development groups.	Projects addressing agricultural issues (e.g., financing, marketing, land or water use, enterprise development, value-added activities, and labor).
USDA / Northeast SARE: Research and Education Grants	Carol Delaney (802) 656-0697 carol.delaney@uvm.edu	Typically university and extension applicants, but anyone can apply. Need experience with agricultural research, in cooperation with farmers.	Wide-ranging uses (e.g., crop trials, farm-based energy, new approaches to livestock health, nutrient management and recycling, agritourism).
USDA Rural Development: Rural Business Enterprise Grants	David Robinson 89 Main Street, 3rd Floor Montpelier, VT 05602	Rural nonprofits and public entities. Rural nonprofits and cooperatives.	For support of small and emerging rural businesses.
USDA Rural Development: Rural Business Opportunity Grants	www.rurdev.usda.gov/rbs/busp/rbeg.htm www.rurdev.usda.gov/rbs/coops/rbog.htm www.rurdev.usda.gov/rbs/coops/vadg.htm	Rural nonprofits and public entities.	Training and technical assistance.
USDA Rural Development: Value Added Producer Grants	(802) 828-6070 david.robinson@vt.usda.gov	Value-added agricultural producers.	Planning activities and working capital.
USDA Small Business Innovation Research (SBIR)	Charles Cleland, Ph.D. 1400 Independence Avenue, SW Washington, DC 20024 www.csrees.usda.gov/fo/sbir.cfm (202) 401-6852 david.robinson@vt.usda.gov	Any U.S. small business.	Proof of feasibility and/or research and development for innovative idea, product or service.
Vermont Agency of Agriculture, Food and Markets: Vermont Agricultural Innovation Center	Colleen Leonard 116 State Street Montpelier, VT 05620 www.vermontagriculture.com (802) 828-2790 colleen.leonard@state.vt.us	State-based programs that provide technical, marketing, and organizational development services to value-added agricultural businesses.	Varies based on RFP, but may include technical assistance, market development, infrastructure development, and workforce development.

ORGANIZATION: PROGRAM	CONTACT	ELIGIBLE APPLICANTS	PURPOSE OR USE OF FUNDS
Financing Instrument Type: GRANT			
Vermont Agency of Agriculture, Food and Markets: Renewable Energy for Agriculture Grant Program (REAP)	Dan Scruton 116 State Street Montpelier, VT 05620 www.vermontagriculture.com (802) 828-2433 dan.scruton@state.vt.us	Vermont farms.	Renewable energy and energy efficiency projects.
Vermont Community Foundation: Community Fund Grants	Ryan Torres P.O. Box 30 Middlebury, VT 05753 www.vermontcf.org (802) 388-3355 rtorres@vermontcf.org	Typically nonprofit organizations.	General operating support.
Vermont Community Foundation: Donor-Advised Grants			Based on particular strategy or mission of philanthropic donor.
Vermont Community Foundation: Regional or Issue-Based Grant Program			Serving individual counties, specific issue areas, or services for specific populations..
Vermont Community Foundation: Special and Urgent Needs Grants			Immediate support for nonprofit organizations that are facing structural or programmatic emergencies, or experiencing an unexpected opportunity.
Vermont Department of Economic Development: Vermont Training Program	Phil Fagan One National Life Drive Montpelier, VT 05620 http://economicdevelopment.vermont.gov/Programs/WorkforceTraining/VermontTrainingProgram/tabid/187/Default.aspx (802) 828-5235 phil@thinkvermont.com	Vermont businesses in manufacturing, information technology, health care, telecommunication, and environmental engineering.	For employee training initiatives: new employment, upgrade, and crossover training for incumbent workers.
Vermont EPSCoR Phase O Program	Julie Van Houten University of Vermont Burlington, VT 05405 www.uvm.edu/~epscor (802) 656-7969 epscor@uvm.edu	Any U.S. small business.	Preliminary proof of concept / feasibility work for businesses pursuing SBIR Phase I funding.

ORGANIZATION: PROGRAM	CONTACT	ELIGIBLE APPLICANTS	PURPOSE OR USE OF FUNDS
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Financing Instrument Type: GRANT

<p>Vermont Sustainable Jobs Fund: Vermont Biofuels Initiative</p>	<p>Netaka White 3 Pitkin Court, Suite 301E Montpelier, VT 05602 www.vsjf.org (802) 828-0040 netaka@vsjf.org</p>	<p>Varies depending on RFP, but has historically included farmers, researchers, fuel dealers, and educational institutions.</p>	<p>Varies depending on RFP, but has historically included projects for oilseed- based biodiesel, algal biodiesel, and grass bioenergy.</p>
<p>Vermont Sustainable Jobs Fund: Farm to Plate Initiative / Vermont Agricultural Development Program</p>	<p>Ellen Kahler 3 Pitkin Court, Suite 301E Montpelier, VT 05602 www.vsjf.org (802) 828-5320 ellen@vsjf.org</p>	<p>Vermont food system businesses.</p>	
<p>Vermont Housing and Conservation Board - Vermont Farm Viability Enhancement Program: Implementation Grant Program</p>	<p>Ela Chapin 58 E. State Street Montpelier, VT 05602 www.vhcb.org/viability.html (802) 828-2117 ela@vhcb.org</p>	<p>Farmers who have completed business plans with VHCb's Farm Viability Program.</p>	<p>To help implement business plans developed as part of the Farm Viability Program. Grants range from \$2,000 to \$8,000.</p>
<p>Vermont Housing and Conservation Board - Vermont Farm Viability Enhancement Program: Agricultural Processing, Distribution, and Marketing Grants</p>		<p>Agricultural businesses providing marketing, distribution or processing for Vermont agricultural products.</p>	<p>For marketing, distribution and / or processing of Vermont agricultural products. Grants range from \$5,000 to \$20,000. Requires business plan that meets the Farm Viability Program business plan guidelines.</p>

Financing Instrument Type: GRANT / SCHOLARSHIP

<p>Vermont Farm Women's Fund: Scholarship Initiative</p>	<p>www.uvm.edu/~vfwf/?Page=instructions/si_criteria.html&SM=instructions/sub-menu.html (802) 223-2389 wagn@uvm.edu</p>	<p>Women farmers on a currently operating farm located in Vermont.</p>	<p>Registration fees for educational conferences, courses and classes. Awards can also cover travel, lodging, replacement labor, child care and other costs.</p>
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ORGANIZATION: PROGRAM	CONTACT	ELIGIBLE APPLICANTS	PURPOSE OR USE OF FUNDS
Financing Instrument Type: GRANT OR LOAN			
Vermont Agency of Commerce and Community Development: Vermont Community Development Program	Josh Hanford One National Life Drive Montpelier, VT 05620 www.dhca.state.vt.us/VCDP/index.htm (802) 828-5201 josh.hanford@state.vt.us	Vermont municipalities.	Capital for economic development projects or revolving loan funds; the municipality in turn can lend or grant to business. \$750,000 maximum.
Financing Instrument Type: GRANTS, GUARANTEED LOANS, AND COMBINATION			
USDA Rural Development: Rural Energy for America Program	David Robinson 89 Main Street, 3rd Floor Montpelier, VT 05602 www.rurdev.usda.gov/rbs/busp/REA-PEA.htm (802) 828-6070 david.robinson@vt.usda.gov	Agricultural producers and small rural businesses.	Energy audits, efficiency projects; purchase of renewable energy systems; working capital, and land acquisition (guaranteed loans only).
Financing Instrument Type: GRANTS AND PROGRAM-RELATED INVESTMENTS			
Castanea Foundation	Tim Storrow P.O. Box 64 Montpelier, VT 05601 www.castaneafoundation.org (802) 225-1180 timstorrow@comcast.net	Vermont and New York enterprises, with emphasis on projects that promote economically viable and environmentally sound farm enterprises.	Varies: the mission of the foundation is to conserve / protect agriculturally productive and environmentally significant lands and water resources throughout Vermont and select areas of New York.
Financing Instrument Type: GUARANTEE AND INSURANCE			
Vermont Economic Development Authority (VEDA): Export Finance Program	Marie Dussault 58 East State Street, Suite 5 Montpelier, VT 05602 www.veda.org/interior.php/pid/1/sid/7 (802) 828-1033 mdussault@veda.org		VEDA serves as City/State Partner of the United States Export-Import (www.exim.gov) Bank and offers assistance linking to export financing programs.

ORGANIZATION: PROGRAM	CONTACT	ELIGIBLE APPLICANTS	PURPOSE OR USE OF FUNDS
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Financing Instrument Type: INCENTIVES (RENTAL PAYMENTS AND COST-SHARE ASSISTANCE)

<p>U.S. Department of Agriculture - Farm Service Agency: Conservation Reserve Program</p>	<p>Robert Pacquin 356 Mountain View Drive, Suite 104 Colchester, VT 05446 www.fsa.usda.gov/FSA/webapp?area=home&subject=copr&topic=crp www.fsa.usda.gov/FSA/webapp?area=home&subject=copr&topic=fwp (802) 658-2803</p>	<p>Agricultural landowners.</p>	<p>To establish long-term, resource-conserving covers on eligible farmland. Annual rental payments based on agriculture rental value of land; provides cost-share assistance for up to 50% of participant's costs in establishing approved conservation practices.</p>
<p>U.S. Department of Agriculture - Farm Service Agency: Farmable Wetlands Program</p>	<p>robert.paquin@vt.usda.gov</p>	<p>Agricultural landowners.</p>	<p>To restore 1 million acres of farmable wetlands and associated buffers in the United States.</p>

Financing Instrument Type: LEASE

<p>Yankee Farm Credit: Lease Program</p>	<p>George Putnam 289 Hurricane Lane, Suite 102 Williston, VT 05495 https://www.yankeeaca.com/Products/Products/Lease.aspx (800) 639-3053 info@yankeeaca.com</p>	<p>Agricultural enterprises.</p>	<p>To lease equipment, fixtures, vehicles, and many other options.</p>
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Financing Instrument Type: LEASE / PURCHASE OPTION

<p>Vermont Land Trust: Farmland Access Program</p>	<p>Gil Livingston 8 Bailey Avenue Montpelier, VT 05602 www.vlt.org (802) 223-5234 gil@vlt.org</p>	<p>Farmers with 3-5 years of experience.</p>	<p>Leasing of land; provides qualified farmers with access to agricultural land for business start-up or expansion.</p>
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ORGANIZATION: PROGRAM	CONTACT	ELIGIBLE APPLICANTS	PURPOSE OR USE OF FUNDS
Financing Instrument Type: LOAN			
<p>Addison County Economic Development Corporation: Revolving Loan Fund 1</p>	<p>Robin Scheu 1590 US Route 7S - Unit 8 Middlebury, VT 05753 http://addisoncountyedc.org/acedc/services/financial/revolving_loan_fund/revolving-loan-fund-1.htm (802) 388-7953 info@addisoncountyEDC.org</p>	<p>For-profit companies in Addison County.</p>	<p>Capital to start / grow business. Loans from this fund range between \$5,000 and \$25,000. Funding can be up to 100% of a project.</p>
<p>Addison County Economic Development Corporation: Revolving Loan Fund 2</p>	<p>Robin Scheu 1590 US Route 7S - Unit 8 Middlebury, VT 05753 http://addisoncountyedc.org/acedc/services/financial/revolving_loan_fund/revolving-loan-fund-2.htm (802) 388-7953 info@addisoncountyEDC.org</p>	<p>For-profit companies in Addison County.</p>	<p>For the next stage of development. Loans range between \$20,000 and \$100,000. Funding is limited to 40% of a project, with a "true" equity contribution of 10% required.</p>
<p>Ag Venture Financial Services</p>	<p>Tom Bellavance 27 Fisher Pond Road, Suite 4 St. Albans, VT 05478 www.agventurefinancial.com tom@agventurefinancial.com (802) 524-0400</p>		
<p>The Carrot Project: Strolling of the Heifers Microloan Funds</p>	<p>Dorothy M. Suput 2 Belmont Terrace Somerville, MA 02143 www.thecarrotproject.org/programs (617) 666-9637 dsuput@thecarrotproject.org</p>	<p>Farmers.</p>	<p>Capital investments that improve efficiency or quality, production, and sales; repairs to farm operations; inventory, supplies, or labor; emergency funds for business interruptions due to natural disasters or other unforeseeable events. Loans range from \$1,000 to \$15,000.</p>

ORGANIZATION: PROGRAM	CONTACT	ELIGIBLE APPLICANTS	PURPOSE OR USE OF FUNDS
Financing Instrument Type: LOAN			
Clean Energy Development Fund	Andrew Perchlik 112 State Street Montpelier, VT 05620 http://publicservice.vermont.gov/energy/ee_cleanenergyfund.html (802) 828-4017 andrew.perchlik@state.vt.us	Vermont individuals, companies, nonprofits, and municipalities that are looking to develop or deploy renewable resources that generate electric power, thermal energy, or geothermal resources; or develop energy efficient technologies.	Purchase of land, buildings, equipment and/or working capital for activities related to the renewable energy project.
CoBank: Loan Program	Michael Oleksak www.cobank.com/Products_and_Services/Loans/Loans_index.htm (860) 814-4043		
Community Capital of Vermont: Revolving Line of Credit	Mark Hahn 107 North Main Street, Suite 7 Barre, VT 05461 http://communitycapitalvt.org/index.php?option=com_content&task=view&id=15&Itemid=31 (802) 479-0167 mhahn@communitycapitalvt.org	Applicants that demonstrate insufficient access to conventional sources of credit.	Short-term revolving line of credit, with lines ranging from \$5,000 to \$25,000. Amortized loans range from \$1,000 to \$50,000. Grants up to \$2,500 for any or all one-on-one technical assistance programs.
Cooperative Fund of New England: Loan Program	Betsy Black P.O. Box 3413 Amherst, MA 01004 http://cooperativefund.org/loans (603) 228-6195 betsy@coopfund.coop	Cooperatives or nonprofits located in New England states.	Short- to medium-term financing, with priority given to low income cooperatives.
Equity Trust, Inc.: Equity Trust Fund	Ellie Kastanopolous P.O. Box 746 Turner Falls, MA 01376 www.equitytrust.org/ForBorrowers.html (413) 863-9038 info@equitytrust.org	Farmers.	Financing to farmers for the acquisition of land, agricultural improvements, equipment, and livestock. Also provides financing for educational programs dealing with sustainable agriculture and local food production.

ORGANIZATION: PROGRAM	CONTACT	ELIGIBLE APPLICANTS	PURPOSE OR USE OF FUNDS
Financing Instrument Type: LOAN			
<p>Franklin County Industrial Development Corporation: FCIDC Revolving Loan Fund</p>	<p>Tim Smith 2 North Main Street St. Albans, VT 05478 www.fcidc.com/revolving%20loan%20fund.htm (802) 524-2194 tim@fcidc.org</p>	<p>For-profit companies in Franklin County.</p>	<p>Purchase of real estate or equipment, leasehold improvements, working capital, value-added agriculture. Loan size between \$25,000 and \$250,000. Financing up to 75% of project.</p>
<p>NOFA Vermont: Energy Loan Program</p>	<p>Enid Wonnacott P.O. Box 697 Richmond, VT 05477 http://nofavt.org/programs/farm-financial-resources/energy-loan http://nofavt.org/programs/farm-financial-resources/revolving-loan-fund</p>	<p>NOFA member farmers.</p>	<p>For purchase of energy efficient technologies, and to develop energy management plans for their farms. Loans range from \$3,000 to \$4,000.</p>
<p>NOFA Vermont: NOFA Vermont Revolving Loan Fund</p>	<p>(802) 434-4122 info@nofavt.org</p>	<p>Vermont farmers using sustainable agricultural practices or interesting in moving toward sustainable practices; organic farmers.</p>	<p>Working capital; equipment or improvement of business management. Loans range from \$2,000 to \$15,000.</p>
<p>Northeastern Vermont Development Association: Revolving Loan Fund / Intermediary Relending Program</p>	<p>Steve Patterson 36 Eastern Avenue St. Johnsbury, VT 05819 www.nvda.net/EconDev/financing.html (802) 748-5181 info@nvda.net</p>	<p>For-profit companies in Northeastern Region of Vermont.</p>	<p>Varies depending on the program.</p>
<p>Northern Community Investment Corporation: Small Business Lending</p>	<p>Dave Keenan 347 Portland Street St. Johnsbury, VT 05819 www.ncic.org/smallbusiness.html (802) 748-5101 dkeenan@ncic.org</p>	<p>Varies depending on the program.</p>	<p>NCIC offers a full spectrum of economic development-based financial products ranging from US SBA microloans, direct loans primarily funded through USDA Rural Development IRPs, and SBA 504 loans.</p>

ORGANIZATION: PROGRAM	CONTACT	ELIGIBLE APPLICANTS	PURPOSE OR USE OF FUNDS
Financing Instrument Type: LOAN			
Opportunities Credit Union: Ready, Set, Go Program	Greg Huysman 92 North Avenue Burlington, VT 05401	Microbusinesses or businesses with small needs.	Inventory financing, equipment purchase, working capital. Loans range from \$500 to \$25,000.
Opportunities Credit Union: Small Business Loan Program	http://www.oppsvt.org/micro-and-small-business-lending (802) 865-3404 ghuysman@oppsvt.org	Small businesses.	Financing for vehicles, inventory, equipment, working capital, real estate, and seasonal lines of credit. Loans range from \$25,000 to \$300,000.
Opportunities Credit Union / City Market: City Market Business Partners Program		City Market food vendors. Must be referred to Opportunities Credit Union by City Market or be a current City Market vendor or farmer.	Purchase equipment or inventory; new product development; increase production capacity or efficiencies.
Regional Development Corporations and Municipal Revolving Loan Funds	http://economicdevelopment.vermont.gov/Resources/GeneralInformation/RegionalDevelopmentCorporations/tax-bid/265/Default.aspx	Depends on individual criteria of loan fund.	Varies depending on loan fund and source of capital.
RSF Social Finance: Core Lending Program	Reed Mayfield San Francisco, CA http://rsfsocialfinance.org/services/lending/core (415) 561-6175 reed.mayfield@rsfsocialfinance.org	Nonprofit and for-profit social enterprises in alignment with mission areas. 3 or more years of operating history, revenues greater than \$1 million preferred (for-profit only).	Mortgage, construction, working capital. Loans range from \$200,000 to \$5 million.
Rutland Economic Development Corporation: REDC Revolving Loan Fund	Jamie Stewart 112 Quality Lane Rutland, VT 05701 www.rutlandeconomy.com/serviceslending/finance.php (802) 773-9147 jstewart@rutlandeconomy.com	For-profit companies in Rutland County.	Purchase real estate or equipment, leasehold improvements, working capital, aquaculture, hospitality, commercial nurseries, forestry, livestock and poultry processing. Loans are typically between \$5,000 and \$75,000.

ORGANIZATION: PROGRAM	CONTACT	ELIGIBLE APPLICANTS	PURPOSE OR USE OF FUNDS
Financing Instrument Type: LOAN			
<p>U.S. Department of Agriculture - Farm Service Agency: Direct Farm Loan Program</p>	<p>Robert Pacquin 356 Mountain View Drive, Suite 104 Colchester, VT 05446 www.fsa.usda.gov/Internet/FSA_File/flp_direct_farm_loans.pdf</p>	<p>Farmers.</p>	<p>Farm ownership, operations and emergencies.</p>
<p>U.S. Department of Agriculture - Farm Service Agency: Farm Storage Facility Loan Program</p>	<p>www.fsa.usda.gov/Internet/FSA_File/fsfl09.pdf www.fsa.usda.gov/FSA/webapp?area=home&subject=fmlp&topic=dfi-yl</p>	<p>Farmers, landlords, leaseholders, and landowners.</p>	<p>For upgrade or new facilities related to storage of specified commodities (see FSA website for details).</p>
<p>U.S. Department of Agriculture - Farm Service Agency: Rural Youth Loans</p>	<p>(802) 658-2803 robert.paquin@vt.usda.gov</p>	<p>Young Vermonters, age 10 through 20.</p>	<p>Up to \$5,000 loans to rural youths to finance income-producing, agriculture-related projects.</p>
<p>U.S. Small Business Administration: Micro Loan Program</p>	<p>Susan Mazza 87 State Street Montpelier, VT 05601 www.sba.gov/vt (802) 828-4422 susan.mazza@sba.gov</p>	<p>Small, for-profit businesses and nonprofit day care centers.</p>	<p>Short term loans for business purposes delivered through designated intermediary lenders.</p>
<p>U.S. Small Business Administration: Disaster Loan Program</p>		<p>Businesses, homeowners, and renters in a designated disaster area.</p>	<p>To repair or replace assets in a declared disaster area.</p>
<p>Vermont Agricultural Credit Corporation (VACC)</p>	<p>Sarah Isham 58 East State Street, Suite 5 Montpelier, VT 05602 www.veda.org/interior.php/pid/1/sid/100 (802) 828-1033 sisham@veda.org</p>	<p>Farmers and agricultural facilities.</p>	<p>VACC is the agricultural lending arm of VEDA. Loan limits mirror the Farm Service Agency.</p>

ORGANIZATION: PROGRAM	CONTACT	ELIGIBLE APPLICANTS	PURPOSE OR USE OF FUNDS
Financing Instrument Type: LOAN			
Vermont Community Loan Fund: Small Business Loan Program	Sam Buckley 15 State Street Montpelier, VT 05601 www.investinvermont.org/small-business www.investinvermont.org/small-business/agritourism	Businesses that preserve or expand Vermont's working landscape or natural resources, and businesses that increase economic opportunities for Vermont's low income population.	Real estate, fixed assets, working capital, purchase order financing. Maximum loan size is \$250,000.
Vermont Community Loan Fund: Agritourism Program	(802) 223-1448 sam@vclf.org	Agritourism businesses owned and operated by Vermont farmers that provide services directly to consumer.	For projects enhancing on-farm experiences and/or encouraging people to visit farms. Maximum loan size is \$50,000.
Vermont Economic Development Authority (VEDA): Vermont Small Business Loan Program	Steve Greenfield 58 East State Street, Suite 5 Montpelier, VT 05602 www.veda.org/interior.php/pid/1/sid/8 www.veda.org/interior.php/pid/1/sid/5	U.S. citizens unable to access conventional credit.	Fixed assets and working capital. Loans range from up to \$200,000 for fixed asset acquisition, and up to \$150,000 for working capital purposes.
Vermont Economic Development Authority (VEDA): Vermont 504 Loan Program	www.veda.org/interior.php/pid/1/sid/99 www.veda.org/interior.php/pid/1/sid/1 (802) 828-1033 sgreenfield@veda.org	For-profit businesses that will be the owners-users of the projects being financed.	Real estate acquisition or expansion; machinery and equipment. SBA 504 loans are made in conjunction with a "third party lender" (i.e., a bank) that normally provides financing for 50% of the project, and 504 loan up to 40%.
Vermont Economic Development Authority (VEDA): Vermont Business Energy Conservation Loan Program		Manufacturing, service providers, farms and retail. Nonprofit businesses are also eligible.	Thermal envelope improvements and equipment (heating, ventilation); energy efficient lighting and HVAC equipment; auxiliary power units. Loans from \$5,000 to \$150,000.
Vermont Economic Development Authority (VEDA): Direct Loan Program		Manufacturing, processing, warehousing, research and development and other businesses as defined in statute.	Up to \$1.3 million or 40% of a project, whichever is less for the purchase and/or renovation of fixed assets.
Vermont Employee Ownership Center: Vermont Employee Ownership Loan Fund	Jon Crystal 41 Main Street Burlington, VT 05402 www.veoc.org/loanfund.shtml (802) 861-6611 info@veoc.org	Employee-owned businesses or those seeking employee ownership.	Fixed assets, working capital, financing of worker shares in cooperatives, or the funding of employee stock ownership plans.

ORGANIZATION: PROGRAM	CONTACT	ELIGIBLE APPLICANTS	PURPOSE OR USE OF FUNDS
Financing Instrument Type: LOAN / EQUITY			
Yankee Farm Credit: Direct Loans	George Putnam 289 Hurricane Lane, Suite 102 Williston, VT 05495 https://www.yankeeaca.com/Products/Products/Loan.aspx (800) 639-3053 info@yankeeaca.com	Agricultural enterprises.	Working capital, operations, real estate and equipment. Six locations statewide offering revolving and nonrevolving lines of credit.
Yankee Farm Credit: Youth, Beginning, and Small Farmer Program		Young, beginning and small farmers.	Start-up costs.
BDC Capital	Field Ryder 120 Exchange Street, Suite 205 Portland, ME 04101 www.bdcnewengland.com (207) 773-3104 frider@bdcnewengland.com	Varies by program; see website.	Varies by program; see website.
Financing Instrument Type: LOAN / NEAR EQUITY			
Northern Community Investment Corporation: Innovation North	Jon Freeman 347 Portland Street St. Johnsbury, VT 05819 www.ncic.org/innovation_north.html (802) 748-5101 jfreeman@ncic.org	Must be located in Northern Vermont or New Hampshire and have an innovative product or service to be developed.	Varies but related to development of a product or service.
Financing Instrument Type: LOAN / ROYALTY FINANCING			
VSJF Flexible Capital Fund	Janice St. Onge 3 Pitkin Court, Suite 301E Montpelier, VT 05602 www.vsjf.org (802) 828-0398 flexfund@vsjf.org	For-profit businesses based in Vermont in agriculture, food production, forest products, clean technology, and waste management sectors.	Working capital in the form of subordinated debt and royalty loans ranging between \$100,000 and \$300,000.

ORGANIZATION: PROGRAM	CONTACT	ELIGIBLE APPLICANTS	PURPOSE OR USE OF FUNDS
Financing Instrument Type: DIRECT LOANS AND GUARANTEES			
<p>U.S. Department of Agriculture - Farm Service Agency: Beginning Farmers and Ranchers Loan</p>	<p>Robert Pacquin 356 Mountain View Drive, Suite 104 Colchester, VT 05446 www.fsa.usda.gov/Internet/FSA_File/beginloans.pdf www.fsa.usda.gov/Internet/FSA_File/sdaloans1108.pdf (802) 658-2803 robert.paquin@vt.usda.gov</p>	<p>Beginning farmers. A beginning farmer is an individual or entity who (1) has not operated a farm for more than 10 years; (2) meets the loan eligibility requirements of the program to which he/she is applying; (3) substantially participates in the operation; and, (4) for farm ownership purposes, does not own a farm greater than 30% of the median size farm in the county.</p>	<p>Loans can be used to purchase a farm and for operations. Maximum loan amount for farm ownership or operation is \$300,000. Maximum loan guarantee for farm ownership or operation is \$1,094,000 (Amount varies annually based on inflation).</p>
<p>U.S. Department of Agriculture - Farm Service Agency: Socially Disadvantaged Persons Loan Program</p>		<p>Socially disadvantaged farmers. A socially disadvantaged group is a group whose members have been subject to racial, ethnic, or gender prejudice because of their identity as members of a group without regard to their individual qualities.</p>	<p>Direct and guaranteed farm ownership and farm operations loans are made for farm purchases, input purchases, and farm operations, to erect or improve buildings, conserve soil and water, and other activities.</p>
Financing Instrument Type: LOAN GUARANTEE			
<p>USDA Rural Development: Commercial Loan Guarantee Program</p>	<p>David Robinson 89 Main Street, 3rd Floor Montpelier, VT 05602 www.rurdev.usda.gov/rbs/busp/b&i_gar.htm (802) 828-6070 david.robinson@vt.usda.gov</p>	<p>Businesses in rural areas; all areas other than cities or towns of more than 50,000 people.</p>	<p>Business acquisition, land, building and equipment, working capital.</p>
<p>Yankee Farm Credit: Guaranteed Loan Program</p>	<p>George Putnam 289 Hurricane Lane, Suite 102 Williston, VT 05495 https://www.yankeeaca.com/Products/Products/Loan.aspx (800) 639-3053 info@yankeeaca.com</p>	<p>Agricultural enterprises.</p>	

ORGANIZATION: PROGRAM	CONTACT	ELIGIBLE APPLICANTS	PURPOSE OR USE OF FUNDS
Financing Instrument Type: LOAN GUARANTEE			
U.S. Small Business Administration: 7a Loan Program, Guarantee Program	Susan Mazza 87 State Street Montpelier, VT 05601	Small, for-profit businesses.	General business purposes.
U.S. Small Business Administration: CDC 504 Loan program / Subordinate Loan Guarantees	www.sba.gov/vt (802) 828-4422 susan.mazza@sba.gov		Fixed assets / long term business purpose.
Financing Instrument Type: LOAN, GRANT, LOAN GUARANTEE			
USDA Rural Development: Community Facilities Program	Deborah Maguire 89 Main Street, 3rd Floor Montpelier, VT 05602 www.rurdev.usda.gov/HCF_CF.html (802) 828-6024 deborah.maguire@vt.usda.gov	Public entities such as municipalities, counties, and special-purpose districts, as well as nonprofit corporations.	Projects to develop essential community facilities for public use in rural areas, can include capital equipment and assets for Farmers Markets.
Financing Instrument Type: MATCHING PAYMENTS			
U.S. Department of Agriculture - Farm Service Agency: Biomass Crop Assistance Program	Robert Pacquin 356 Mountain View Drive, Suite 104 Colchester, VT 05446 www.fsa.usda.gov/FSA/webapp?area=home&subject=ener&topic=bcap (802) 658-2803 robert.paquin@vt.usda.gov	Agricultural and forest land owners, and producers.	For the collection, harvest, storage and transportation of eligible material by a qualified Biomass Conversion Facility (BCF).
Financing Instrument Type: MORTGAGE INSURANCE			
Vermont Economic Development Authority (VEDA): Mortgage Insurance Program	David Lane 58 East State Street, Suite 5 Montpelier, VT 05602 www.veda.org/interior.php/pid/1/sid/4 (802) 828-1033 dlane@veda.org	Manufacturers, research and development activities, and others as defined in statute.	Acquisition of land and buildings, machinery and equipment or working capital.

ORGANIZATION: PROGRAM	CONTACT	ELIGIBLE APPLICANTS	PURPOSE OR USE OF FUNDS
Financing Instrument Type: PEER TO PEER TRADE CREDIT			
Vermont Businesses for Social Responsibility: VBSR Marketplace	Amy Kirschner P.O. Box 344 Burlington, VT 05402 www.vbsr.org (802) 399-4210 amy@changethemarket.com	VBSR members and WBON members.	Peer trade credit used to purchase goods and services offered by VBSR and WBON members
Financing Instrument Type: REBATE			
Efficiency Vermont: Agricultural Equipment Rebate Program	www.encyvermont.org (888) 921-5990 info@encyvermont.org	Agricultural enterprises.	Purchase and installation of new, energy efficient equipment.
Financing Instrument Type: RESERVE FUND			
Vermont Economic Development Authority (VEDA): Financial Access Program	David Lane 58 East State Street, Suite 5 Montpelier, VT 05602 www.veda.org/interior.php/pid/1/sid/55 (802) 828-1033 dlane@veda.org	All businesses and nonprofits.	Borrower works with their bank and VEDA establishes reserves (with premiums paid by borrower) to cover losses incurred by the lender the enrolled loan.
Financing Instrument Type: TAX INCENTIVES			
State of Vermont: Vermont Employment Growth Incentives	Fred Kenney One National Life Drive Montpelier, VT 05602 www.thinkvermont.com/Programs/VEPC/VermontEmploymentGrowthIncentiveProgram/tabid/157/Default.aspx (802) 828-5256 fred.kenney@state.vt.us	Vermont company or a Vermont division that plans to grow and expand, a company that is considering Vermont to locate a new business or division, or start-up business activity.	Business expansion, retention or relocation to Vermont.
Renewable Energy Resource Center: Vermont Small Scale Renewable Energy Incentive Program	Vermont Energy Investment Corporation www.rerc-vt.org/about.htm (877) 888-7372 RERC@VEIC.org	Residential and commercial electricity customers.	Purchase of renewable energy systems (e.g., wind, solar, micro hydro).

ORGANIZATION: PROGRAM	CONTACT	ELIGIBLE APPLICANTS	PURPOSE OR USE OF FUNDS
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Financing Instrument Type: TAX INCENTIVES

<p>Efficiency Vermont: Energy Efficiency Solutions for Agricultural Businesses</p>	<p>www.encyvermont.com/stella/filelib/AgBrochure_FINAL_Jan2010.pdf (888) 921-5990 info@encyvermont.org</p>	<p>Farmers.</p>	<p>Improving energy efficiency in new or existing buildings.</p>
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FOOD SYSTEM FUNDERS NETWORK

<p>Slow Money Alliance:</p>	<p>Michael Bartner Brookline, MA 05602 www.slowmoney.org (617) 566-2600 michael@slowmoney.org</p>	<p>The mission of the Slow Money Alliance is to build local and national networks, and develop new financial products and services; dedicated to investing in small food enterprises and local food systems.</p>
<p>Vermont Investors Forum</p>	<p>Ken Merritt P.O. Box 5839 Burlington, VT 05402 http://vermontinvestorsforum.com (802) 658-7830 info@VermontInvestorsForum.com</p>	<p>The Vermont Investors Forum brings together the best of Vermont’s entrepreneurial and investment communities. The Forum is responsible for millions of dollars in raised investment capital, strategic consulting and board relationships, and the tools and resources Vermont businesses need to transition from start-up to profitable company.</p>



CROSSCUTTING ISSUES

Financing the Food System

Credits

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For more information:

Vermont Sustainable Jobs Fund

www.vsjf.org/project-details/5/farm-to-plate-initiative

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Vermont Sustainable Jobs Fund