



Local Producer Loan Program*
Midwest Region
Information Packet and Request for Proposals

The Midwest Region of Whole Foods Market strongly supports local food production and local communities and is pleased to request proposals from local food producers for our Local Producer Loan Program. This project gives farmers and artisanal food producers the opportunity to apply for up to a \$50,000 loan for expansion and capital development projects. This is part of a \$10 million national loan program. Whole Foods Market Midwest has partnered with Sustain and FamilyFarmed.org to publicize and help administer this program. Sustain will be the contact for producers in Illinois, Iowa, Indiana, Michigan, Nebraska, Minnesota, Missouri, Wisconsin and Ontario, Canada.

This program will expand the availability of quality local food products by giving farmers and artisanal food producers access to capital that may not be available through existing financial channels. Our goal is to minimize fees, interest rates, and paperwork. Most of the loans will go to producers who currently sell to Whole Foods Market. Loans may also be made to other regional producers who are looking to expand their operations. We hope that such loans will result in a long term buying relationship between the producer and Whole Foods Market, but this is not mandatory.

Eligibility:

- Must be regional producers of fruit, vegetables, meat, dairy, or artisanal food products.
- Must meet Whole Foods Market's Quality Standards
- Funds must be used for expansion and capital expenditures, not operating expenses (e.g., to buy more animals, invest in new equipment/infrastructure, or expand crops)
- All meat or dairy producers must meet Whole Foods Market's Animal Compassionate standards
- Producers must have adequate cash flow to service debt and a viable business plan for expansion
- An existing relationship with Whole Foods Market is a plus.

Loan Terms:

- Loan amounts targeted between \$1,000 and \$50,000
- Loan amount not greater than 80% of total project cost
- Interest rate based on Prime Rate (currently 8.25%) with current range of 5% to 9%, fixed or variable with annual re-sets
- Term and repayment of loan tied to life of asset financed
- Whole Foods maintains first lien position on asset financed
- Monthly payments required after termination of any grace period
- No penalty for early repayment
- \$65 processing fee to cover administrative expenses, including obtaining a credit report
- Approval and terms dependent primarily on risk assessment, type of product, and use of proceeds
- May require simultaneous execution of a purchase agreement
- Producer may apply for additional financing if initial loan is in good standing after one year
- Loans are subject to review of loan committee and including findings of a site visit.
- Interest rate can be lowered by 1-2 percentage points during the life of the loan if payments are timely.

Contact: Jim Slama, President, Sustain, 312-951-8999 Ext. 107. or Erin Lamparter, 312-951-8999 Ext. 120
Email: farmerfunds@sustainusa.org

For more information: <http://www.wholefoodsmarket.com/products/locallygrown/lplp/index.html> or www.familyfarmed.org

*Whole Foods Market, Inc. reserves the right to alter any and all aspects of the program.

LPLP APPLICATION

Thank you for your interest in Whole Foods Market's Local Producer Loan Program! Please send the completed and signed application to:

Bridget Jones, Whole Foods Market-Midwest, 3241 N. Lincoln Avenue, Chicago, IL 60657 or email MW.LocalLoans@wholefoods.com

SECTION A: CONTACT INFORMATION

Applicant

1. Exact full legal name of business, partnership or corporation:

2. DBA: _____

3. Federal Tax ID or Employer Number: _____

4. Physical street address: _____

City: _____ State/Province: _____

ZIP Code: _____ Country: _____

5. Mailing address (if different): _____

City: _____ State/Province: _____

ZIP Code: _____ Country: _____

6. Home Phone: (____) ____ - ____ Business Phone: (____) ____ - ____

Email address: _____

Website: _____

Owners, Partners, or Stockholders (Attach a Separate Sheet if Needed)

7.

Name	% Ownership	Address	City, State	Zip	SSN

Guarantor (Primary individual owner must be one guarantor)

8. Full Name: _____

9. Social Security Number: ____ - ____ - _____

Guarantor (Primary individual owner's spouse must be one guarantor)

10. Full Name: _____

11. Social Security Number: ____ - ____ - _____

Guarantor (if applicable)

12. Full Name: _____

13. Social Security Number: ____ - ____ - _____

Applicant's Bank

14. Bank Name: _____

15. Bank Address: _____

16. Loan Officer: _____

17. Phone: _____

Two Credit References

18. Name/Company: _____

Street address: _____ City: _____

State/Province: _____ ZIP Code: _____ Phone: _____

Relationship: _____

19. Name/Company: _____

Street address: _____ City: _____

State/Province: _____ ZIP Code: _____ Phone: _____

Relationship: _____

20. Have you ever had debt in mediation or filed a bankruptcy petition? Y/N. If Y, year: _____

Please explain: _____

SECTION B: CURRENT PRODUCTION

1. Please give a brief history/description of your company.

2. Are you a ___ full-time ___ part-time farmer/rancher ___ producer ___ landowner ___ lessor ___

3. What is/are your primary product(s)? _____

4. Is your product organic? Y / N. If yes, by whom is it certified? _____

5. If your product involves livestock, please describe your animal welfare standards.

6. To approx. how many customers do you sell currently? _____

7. Most recent annual revenue: \$ _____

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8. Approx. what percentage of your revenue does your largest customer represent? _____% Your 2nd largest customer? _____% Your 3rd largest? _____%
9. If applicable, for how long have you been a vendor to Whole Foods Market? _____ Approx. what percentage of your revenue does Whole Foods Market represent? _____% Approx. how many annual units sold to Whole Foods Market? _____ Approx annual dollar value? _____
10. What is the approximate drive time from your location to the nearest Whole Foods Market store or distribution center? _____ hours
11. Are you a member of a cooperative? Y / N. If yes, name: _____
12. Is there anything else about your product we should consider?

13. Number of employees: _____
14. Total acreage worked: _____ Estimated acreage to be improved by project: _____

SECTION C: LOAN INFORMATION

1. Why are you interested in the Whole Foods Market Local Producer Loan Program versus using a traditional lender or participating in a government-sponsored financial assistance program?

2. Total Project Cost: \$ _____
3. Loan amount requested (max. 80% of Total Project Cost): \$ _____
4. What will be the source of funds for the remaining 20% of the Total Project Cost?

5. Have you applied for or received any USDA Grants for proposed projects?
 Amount: \$ _____ Other funding: _____ Amount: \$ _____

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6. Have you applied for a similar loan elsewhere? What was the result?

7. Estimated value of land to be improved (if applicable):

Before improvements: \$ _____ After improvements: \$ _____

8. Proposed security for loan: Real estate Equipment Livestock None

Please explain: _____

9. Briefly describe how the funds will be used.

10. What specific equipment will be purchased with funds from the LPLP?

11. Please describe the location of the project(s) and acreage affected.

12. Please list additional costs expected.

13. Please quantify the expected return from this investment.

14. Do you currently have:

- Worker's Compensation or Employer's Liability insurance? Y / N

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- Commercial General Liability Insurance? Y / N
- Automobile Liability Insurance? Y / N
- Umbrella or Excess Liability Insurance? Y / N

15. Please list any certifications and food safety programs you have:

Please see the attached checklist for all required documents to finalize your application.

16. I, _____ (please print), commit as follows:

- (1) I will comply with all applicable laws, rules, and regulations;
- (2) All of the information provided in this loan application is true, accurate and complete, to the best of my knowledge;
- (3) I will allow continued monitoring and evaluation of the practices and management activities implemented on my property throughout the duration of the loan;
- (4) I will enter into a purchase agreement, if applicable, with a Whole Foods Market affiliate that includes, among other things, a provision enabling Whole Foods Market to offset all or a portion of my overdue loan payment against any funds Whole Foods Market may owe me for the purchase of my product/s;
- (5) I authorize Whole Foods Market Services, Inc. and any of its affiliates to conduct any background, credit or reference checks on me personally and on the company referred to herein that it deems appropriate for judging my suitability to receive a loan from Whole Foods Market.
- (6) I hereby represent to you that I am an agent of the company referenced herein, with full authority to conduct all business matters referenced herein.
- (7) I will grant a Whole Foods Market affiliate a first lien position on any asset listed in C.8 above to be financed under the Program;
- (8) I authorize and irrevocably grant to Whole Foods Market Services, Inc. and any of its affiliates and their licensees and agents the right to use, display and depict my name, likeness, business name and logo in connection with advertising and promotion throughout the world, in any media.

Signature

Title

Printed Name

Company

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