

# **SOIL Sangre de Cristo**

## **2021 Farmer/ Food Enterprise Micro-Loan Application**

Zero interest loans to farmers and food enterprises contributing to a healthy local food system in the South-Central Colorado Region.

What - Micro-Loan amount: Any amount up to \$10,000. Per farmer

Who - Farmer Members of SOIL Sangre de Cristo are eligible.

\*Please become a [member](#) for \$25. before submitting the application.

How - Email application to: [Soilsangredecristo@gmail.com](mailto:Soilsangredecristo@gmail.com)

Our review committee will evaluate loan applications, and make recommendations to the SOIL Sangre de Cristo members. Recommended selectees will be invited to present in front of our membership. Members will vote on whom to fund thereafter. Recommendations for zero-interest loans will be prioritized largely on the following criteria:

- Has the greatest impact on our local food economy
  - Utilizes ethical business and regenerative land practices
  - Demonstrates a strong commitment to community and collaboration
  - Shows the ability to re-pay the loan within the agreed terms.
- SOIL Sangre de Cristo is not like a bank. We are open to considering applicants that would otherwise have a difficult time finding funding.

We stand behind Farms and Food Enterprises that support and reinforce:

LOCAL: Raise, source, process and sell food within the South-Central Colorado Region.

SOIL: Farms or food enterprises dedicated to regenerating soil, using long-term sustainable (organic, biodynamic, agro-ecological, zero-pollution, 7 generation and other) practices

DIVERSITY: Enterprises supporting a diversity of crops, people, and cultures; increasing resilience to future climate change, celebrating cultural heritage, and in a reciprocal relationship with our local landscape

COMMUNITY: Farms and food enterprises considered vital to building a local food economy, and keeping resources within the community

FINANCIAL: Enterprises using sound financial practices, demonstrating well-planned financial projections and commitment to accountability

MISSION: Enterprises dedicated to building and scaling all the parts of building a local food economy, such as education, environmentally regenerative practices, and support of other local businesses, families and community organizations

<https://www.soilsangredecristo.org/>

pg.1

## **SOIL Sangre de Cristo**

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Please keep your answers concise and complete.

1. Contact Info
  - a. Company (name, address, location)
  - b. Primary Contact (name, mailing address, email, phone)
  - c. Company website (if applicable)
2. Business Description
  - a. Brief summary of the farm/food enterprise (one paragraph), your farming/business practices, including mission and history (number of years in business), and any significant milestones (bulleted if that's easier).
  - b. What's your marketing plan/strategy How do you reach your customers? How do people know you? Do you have or foresee having the capacity to reach more customers?
  - c. What is your market geography? Describe your target market/customers.
3. Loan
  - a. How much funding are you looking for?
  - b. Please include a detailed plan of how you will spend the funds requested over the term of the loan. (Loan funds are to be used for projects & infrastructure improvements, rather than pay off debt.)
  - c. Please describe your ideal payback schedule. Note that our typical loans are paid back between 3 and 5 years. Please see suggestions for payment schedules below.
  - d. How many people are required to sustain your operation? Is this paid labor? Family/friends (i.e., volunteer)? Are there seasonal labor requirements?
4. Financials
  - a. Please submit a financial statement showing revenue/expenses and assets/liabilities for the last year, and projected cash flow for next year.
  - b. How much funding have you had to date? From whom?
5. References
  - a. Please provide three professional references, your working relationship with them, and their contact info.
6. Optional  
Additional comments for consideration by the review committee

## **Non-Disclosure Statement**

All information submitted on the loan application is held in the strictest confidence. Only two members of the review committee will see the financial information on the application. Those two members are PJ Bergin, the chair of the committee and JD Longwell, a member of SOIL Sangre de Cristo with experience in the financial/ag industry. When presenting the applications to the others on the review committee, the financial information will be deleted, they will see the information pertaining to the criteria specified on page one of the application. Specifically, they will prioritize your influence on the local food economy and farming practices. This criteria is an essential part of the review process and will be judged accordingly.

Suggestions for Payback Schedule:

1. Quarterly Installments over the life of the loan, each the same amount
2. Quarterly installments over the life of the loan, with smaller payments the first year and larger payments going forward through the life of the loan
3. One yearly payment for 3 years, each the same amount, or loaded more for the last year

SOIL Sangre de Cristo is open to working with each individual loan awardee to a payment schedule fitting their financial needs. The loan should be paid back within 3-5 years, depending on the amount and scope of the project.

Thank you for applying and all you do to contribute to a healthy local food system!

**Applications Due: February 28, 2021**

Email this application to: [Soilsangredecristo@gmail.com](mailto:Soilsangredecristo@gmail.com)

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