



Disclaimer: This document contains a wealth of resources. Feel free to keep it and explore topics as needed. If you're looking for information on a subject not included here, please reach out to the Farmer Educator (jcallander@farrms.org) for assistance.

What Do You Need to Apply for Grants & Loans

This guide outlines common documents and materials that lenders may request during the loan application process. Because requirements can vary between lending institutions, it is important to confirm with your loan officer which documents are specifically required for your application. Providing detailed and well-organized financial information, along with clear documentation of your business operations, can help strengthen your application and improve your chances of securing financing.

Most Lender Require:

- Business Plan ([Template](#))
- Itemized Spending Plan for potential loan funds
- Enterprise Evaluations - Partial Budgets ([Example](#))
- Prior years' IRS Schedule F ([Example](#))
- Current Balance Sheet ([Example](#))
- Profit and Loss Statement (Past & Future Projections) ([Example](#))
- DUNS Number

Some Lenders Require:

- Personal Credit Score
- Personal and/or Business Financial History
- Cover Letter
- Relevant Management Resume
- Production Records
- Budget description of planned profit
- Information from anyone who holds 25% or more of ownership in your business.





Where to Apply for Loans

This list highlights potential organizations and programs that offer lending opportunities. It is not exhaustive, and additional options may be available depending on your location and business needs. You are also encouraged to connect with your local banking institution, as they can provide guidance on loan products and financing options that may be available to you. [Traditional Bank loans video clip 2024](#)

- [FARRMS](#)

FARRMS Microloans are designed to provide accessible financing for beginning farmers and food entrepreneurs. These loans help producers establish their businesses, build credit and financial history, and strengthen their ability to secure financing from additional lenders in the future. FARRMS offers microloans to support the launch and growth of sustainable farms, ranches, and local food businesses.

- [Farm Service Agency \(FSA\)](#)

The Farm Service Agency (FSA) provides loans to help farmers and ranchers start, expand, or sustain their family farms. These loans offer essential financing to support agricultural operations and promote long-term farm viability.

- [Bank of North Dakota:](#)

Explore the various programs the Bank of North Dakota offers for agricultural producers. While the bank provides multiple lending options, the programs most relevant for beginning farmers include: ([Beginning Farmer Chattel Loan](#)), ([Beginning Farmer Real Estate Loan](#)), ([First Time Farmer Finance](#))

- [AgCountry Farm Credit Services](#)

Farm Credit Services of North Dakota offers programs specifically designed for young and beginning farmers. Qualifying producers may access multiple programs tailored to support the growth and success of their agricultural operations.

- [US Small Business Administration](#)

The Small Business Administration (SBA) helps small businesses access financing by establishing loan guidelines and reducing lender risk. SBA-backed loans make it easier for small businesses to obtain the funding they need to start, grow, or sustain their operations.

- [Dakota Business Lending](#)

Dakota Business Lending tailors solutions specifically for small businesses. They have a hands-on approach to lending that helps deliver expertise to borrowers across North Dakota, Western Minnesota, and Montana, and they aim to create jobs that keep our communities thriving. They have several loan programs to fit almost any business need.





- **Your Local Credit Union**

Credit unions often provide a variety of business and agricultural loan options, offering flexible financing solutions to support the needs of farmers and small business owners.

- **Your Local County Job Development Authority**

Contact your county's Job Development Authority (JDA) to explore financial assistance programs. Many counties offer direct loans for small businesses, and some may also provide grant opportunities to support local entrepreneurs.

- **[Tri-County Regional Development Council](#)**

The Tri-County Regional Development Council supports the ongoing growth and development of the region by responding to the needs of local governments and development stakeholders. The council provides guidance and assistance in problem-solving, information sharing, partnership building, and advocacy, representing local interests at the regional, state, and federal levels.

- **[Souris Basin Planning Council](#)**

SBPC is committed to fostering excellence and making a positive impact on communities at the local, regional, and national levels. The organization provides entrepreneurs with tailored financing solutions designed to support business start-ups and expansions, helping strengthen economic growth in the region.

- **[North Central Planning Council](#)**

The North Central Planning Council serves as the primary development agency for the six-county Region III area. The council collaborates with city and county governments, as well as economic development professionals, to provide financial and planning resources that support economic growth, infrastructure improvements, and housing development.

- **[Red River Regional Council](#)**

The Red River Regional Council (RRRC) helps communities and businesses thrive by providing technical assistance in project management, financing, business consulting, funding development, and more. RRRC serves North Dakota's Region IV, including Grand Forks, Nelson, Pembina, and Walsh Counties.

- **[Lake Agassiz Development Group](#)**

Whether you are starting a new business or expanding an existing one, the Lake Agassiz Development Group offers lending programs to support your goals. Their experienced loan team works with both traditional and non-traditional funding sources to create customized loan packages with terms and rates tailored to your business's needs.





- [South Central Dakota Regional Council](#)

The South Central Dakota Regional Council administers three economic development loan programs designed to provide gap financing for businesses looking to start or expand in the nine counties of Region VI. Eligibility requirements for all programs include: business location within the nine-county region, a matching lead lender, at least 10% equity of the total project cost, and a first or second position on collateral with a personal guarantee.

- [Lewis & Clark Development Group](#)

Lewis & Clark Development Group is dedicated to expanding affordable housing and supporting community and economic development across North Dakota. They offer a variety of programs, including the SBA 504 Program, North Dakota Opportunity Fund, regional loan programs, and the Meat and Poultry Intermediary Lending Program (MPILP).

- [Roosevelt Custer Regional Council](#)

The Roosevelt Custer Regional Council is committed to promoting prosperity and well-being across the eight counties of North Dakota's Region VIII. The council collaborates with city and county governments and economic development professionals to provide resources that support economic growth, infrastructure development, and regional initiatives.

Resources That Can Help

For additional support in financing your business, the following resources can help you navigate the business lending process and identify funding opportunities.

- [ND Farm Management Education](#)

The North Dakota Farm Management Education program connects you with instructors who provide guidance on financial forecasting and business planning. A tuition fee applies, but tuition assistance is available for eligible participants.

- [ND - Small Business Development Center:](#)

The Small Business Development Center (SBDC) offers no-cost, confidential, and personalized business advising to entrepreneurs and existing businesses. Their services provide in-depth support tailored to your specific needs, helping you make informed decisions to start, manage, grow, or sustain your business.

- [US Small Business Administration](#)

The Small Business Administration (SBA) provides resources to help you plan, launch, manage, and grow your business. You can explore their tools online and connect with an SBA agent for personalized guidance and support.





- [USDA NRCS & FSA Agencies](#)

The U.S. Department of Agriculture (USDA) offers support for farmers and ranchers through programs ranging from farm loans and crop insurance to conservation initiatives and disaster assistance. This document provides guidance on how to get started working with the USDA.

- [All 8 Regional Planning Councils](#)

Follow the link above and find the organization that is present in your region.

Region 1: [Tri-County Regional Development Council](#)

Region 2: [Souris Basin Planning Council](#)

Region 3: [North Central Planning Council](#)

Region 4: [Red River Regional Council](#)

Region 5: [Lake Agassiz Development Group](#)

Region 6: [South Central Dakota Regional Council](#)

Region 7: [Lewis and Clark Development Group](#)

Region 8: [Roosevelt Custer Regional Council](#)

Broad Overview of Federal Programs

These additional resources can help you explore and navigate USDA lending opportunities for your farm or agricultural business.

- [Growing Opportunity: A Guide to USDA Sustainable Farming Programs](#)

This guide provides an overview of numerous federal programs offered by the U.S. Department of Agriculture for farmers and ranchers. Programs are organized by agency and include key information on eligibility, program benefits, and where to find additional resources.

- [Your Guide to FSA Farm Loans](#)

This guide is designed for individuals seeking assistance with starting, expanding, or managing a farm or ranch. If you are considering borrowing to grow your farm business, it is important to understand the loan process, address key questions and concerns, and be aware of the responsibilities and risks associated with farm ownership and financing.

- **FSA Farm Loan Specialist Ryan Lindbom:** [Youtube Clip 2024](#)

Learn about the resources and programs the Farm Service Agency (FSA) offers to support small farms, and gain insight into how these programs operate and can benefit your operation.

- [Building Sustainable Farms, Ranches, and Communities](#) - Book from SARE

This guide highlights funding opportunities available through federal programs and is an essential resource for anyone seeking government support to grow their forestry or agricultural enterprise. It focuses on programs related to community development, sustainable land management, and value-added or diversified agriculture and forestry.





Tools and Resources from Other Organizations

- [Farm and Food Business Skills Assessment Workbook](#)

This workbook is designed to help you collect all of your information in one place, providing a foundation to develop your business plan and financial plan.

- [FarmCalc from Maine Farmland Trust](#)

This software allows you to calculate unit costs, identify your most profitable products, create a production plan, and make informed investment decisions. You can add or eliminate enterprises based on the data from your farm to optimize operations and profitability.

FARRMS Videos

- **Connecting to Resources 2024:** <https://youtu.be/6XWu4loejgg>

Learn from the North Dakota Department of Agriculture, FSA, and NRCS about the programs and resources they offer to support local farmers.

- **Farm Financing 2024:** <https://youtu.be/qT0Wjj2IZSo>

Hear from Stephanie Blumhagen on the differences between grants and loans, and get an introduction to the North Dakota Small Business Development Center and the services it provides to small businesses. Learn firsthand from a farmer about their experience working with a local lending office and securing funding for their operation.

- **Connecting to Resources 2022:** <https://youtu.be/7YuoWSJtBws>

Hear from USDA Rural Development, the Farm Service Agency (FSA), and the Natural Resources Conservation Service (NRCS) about the programs and resources they offer to support farmers and rural communities.

- **Connecting to Resources 2021:** <https://youtu.be/RA2Jxw248Ts>

Learn about the programs and resources the USDA Natural Resources Conservation Service (NRCS) offers to small farmers, and get an introduction to the Emerging Farmers Working Group and the North Dakota Local Food Development Alliance.

