

The Virginia Fresh Food Loan Fund



Presented By:

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Virginia Community Capital (VCC)

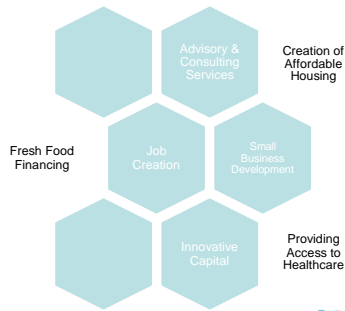
Community Development Financial Institution (CDFI)

Mission: Our mission is to offer innovative, flexible financial products designed to support housing and community development ventures, increase jobs and build sustainable communities. VCC offers loan capital that is broader than bank lending to projects that have a positive community impact in low- to moderate-income communities in underserved geographies and markets.

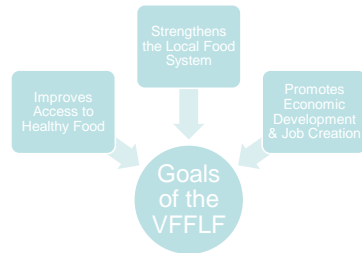
Since 2005 VCC has Created...



Virginia Community Capital (VCC)



The Virginia Fresh Food Loan Fund (VFFLF)



The Virginia Fresh Food Loan Fund (VFFLF)

Loan Fund: \$10,000,000

Loan Amounts: \$50,000 - \$1,500,000

Loan Types: Equipment Loans, Working Lines-of-Credit, Real Estate Acquisition, and Term Loans

*VCC will not finance an entire deal...
We need to see "Skin in the Game".*



Eligible Businesses for the VFFLF

- Food Hubs and Local Food Aggregators
 - Meat
 - Fruit and Vegetables
 - Value-Added Products
- Urban and Rural Supermarkets
- Local, Boutique, Whole Food, Grocers
- Retail and Wholesale Distributors
- Value-Added Processors and Producers
- Food Business Incubators



The VFFLF to Date

Closed Loan Deals: \$3.8 Million

Types of Businesses:

- Value-Added Product Producer
- Fruit and Vegetable Aggregator (Food Hub)
- USDA Approved Meat Processing Facility
- Small-Town Local Grocery Store
- Local/Organic/Sustainable Markets



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Advisory & Consulting Services

VCC will work with potential clients of the VFFLF to offer assistance with...

- Business Planning and Forecasting
- Industry Analysis
- Demographic Research
- Market Analysis
- Mapping
- Food Access Assessment
- Fresh Food Retail Assessment



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What information will VCC need from the borrower?

Required Information from Partners

3-Year Federal Tax Returns

Credit Score

Personal Financial Statement

Real Estate Analysis



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Required Information from a Business

Business Plan

Company Prepared Interim Financials

Projections (2-3 Years)

Bio's of Key Management

Feasibility Study (If a Start-Up)



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Resources



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Available Tools: Resources

- **Virginia Foundation for Agricultural Innovation and Rural Sustainability (VA FAIR)**
 - Assistance with business planning, feasibility studies, and additional market analyses.
- **Virginia Community Capital's Fresh Food Advisory Services:** Provides advisory and consulting services for potential borrowers and partner organizations.
- **VT/VSU Cooperative Extension**
- **Healthy Food Access Portal**
 - Online Resource Library for Fresh Food Retail and Food Access
- **National Good Food Network**
 - Online Food Hub Resource Library

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Available Tools: Grants

- **Governor's AFID Fund**
 - Planning Grant (Up to 35k)
 - Implementation Grant (Up to 250k)
- **USDA Agriculture Marketing Service**
 - Local Food Promotion Program (LFPP)
 - Specialty Crop Block Grant (SCBG)
 - Farmers Market Promotion Program (FMPP)
- **USDA Rural Development**
 - Business Loan Guarantee
 - Intermediary Relending Program
 - Rural Business Development Grants

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Thank You!

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