

# LAND & HOW TO SECURE FUNDING

Matt Alt, GreenStone Farm Credit Services



# Agenda

- ❖ About GreenStone
- ❖ Land loans...
  - Questions to ask
  - Preparing for your loan
  - Resources
- ❖ Land loans available
- ❖ YBS Programing
  - GreenStone



# About GreenStone

## ❖ Products and services

- Finance your unique needs
  - Operating loans
  - Real estate loans
  - Equipment loans
  - Part-time farming
  - Crop insurance
  - Tax and Accounting

## ❖ Team of experts

- Serving rural communities and agriculture for over 100 years



# Questions to Ask...

## ❖ Questions to ask yourself...

- How do you want to use the land?
- What is your down payment?

## ❖ Questions your lender will help with...

- What kinds of loan terms are available?
- What options are there for beginning farmers?



# Preparing for Your Loan

## ❖ Financial Statements

- Budget: cash flow statement
- Snapshot in time: balance sheet
- Show me the money: profit and loss

## ❖ Property Information

- Taxes
- Appraisal Amount



# Explore all your Resources

- ❖ Different loan programs available
  - GreenStone loan options
  - Determine which works best for you
  - May differ depending on available programs



# Land Loans Available

- ❖ Standard land loans with GreenStone
  - Term
  - Down payment
  - Eligibility



# GreenStone's YBS Program

- ❖ Dedicated to helping the next generation of farming succeed in today's ever-changing and highly competitive marketplace
- ❖ Provide a variety of resources to young, beginning and small farmers entering the industry to help overcome the challenges of establishing a farm.
- ❖ Current programs:
  - Grow Forward Grants
  - Farm Forward Mentorship
  - Relaxed Underwriting to provide more funding options





# Grow Forward Grants

❖ GreenStone provides up to \$40,000 each year in grants for Young, Beginning and Small Farmers

- Young – Less than 36 years old
- Beginning – Less than 10 years of farming
- Small – Less than \$250,000 in annual

❖ Grants can be used for:

- First-time tax or accounting service
- Educational seminars or conferences
- Business consultant



# Grow Forward Grants

- ❖ YBS farmers are eligible for:
  - GreenStone member – up to \$1,000
  - Non-GreenStone members – up to \$500
- ❖ Learn more at [www.GreenStoneFCS.com/Grants](http://www.GreenStoneFCS.com/Grants)



**Ask the Experts:  
We want to hear from you!**

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