



Understanding the FSA Direct Farm Loan Process





**What best describes
you today?**



Be honest...how do most farmers feel about paperwork?

Who's on First ?



Understanding the FSA Direct Farm Loan Process

2-Hour Master
Class

How FSA
REALLY
makes
decisions

Direct Service
Provider (DSP)
Playbook

How This Session Works



Hour 1: Decision-Making
(FSA Mindset)



Hour 2: Application &
Live Case



Interactive Training
Session

Thinking Like FSA



MOST IMPORTANT
QUESTION: CAN THE LOAN
BE REPAYED?



RISK-BASED DECISION



DOCUMENTATION THAT
SUPPORTS THE STORY

3 Pillars of Underwriting



Character
(Credit History)



Farm Operating Plan



Collateral

Eligibility (Gate 1)

CONTROLLED
SUBSTANCES

LEGAL CAPACITY

CITIZENSHIP

CREDIT HISTORY

CREDIT
ELSEWHERE

DELINQUENT
FEDERAL DEBT
AND UNPAID
FEDERAL
JUDGEMENTS

FEDERAL CROP
INSURANCE
VIOLATIONS

MANAGERIAL
ABILITY

BORROWER
TRAINING

OWNER/
OPERATOR OF A
FAMILY FARM

ENTITY
COMPOSITION

LIMITATIONS

DEBARMENT AND
SUSPENSION

3 Pillars of Underwriting Character



Credit History



Credit Elsewhere



Managerial Ability



Owner/Operator of a Family Farm

3 Pillars of Underwriting Farm Operating Plan

Financial Position

Cash Flow

Repayment Ability

Planned Savings

3 Pillars of Underwriting Collateral



Adequate Security



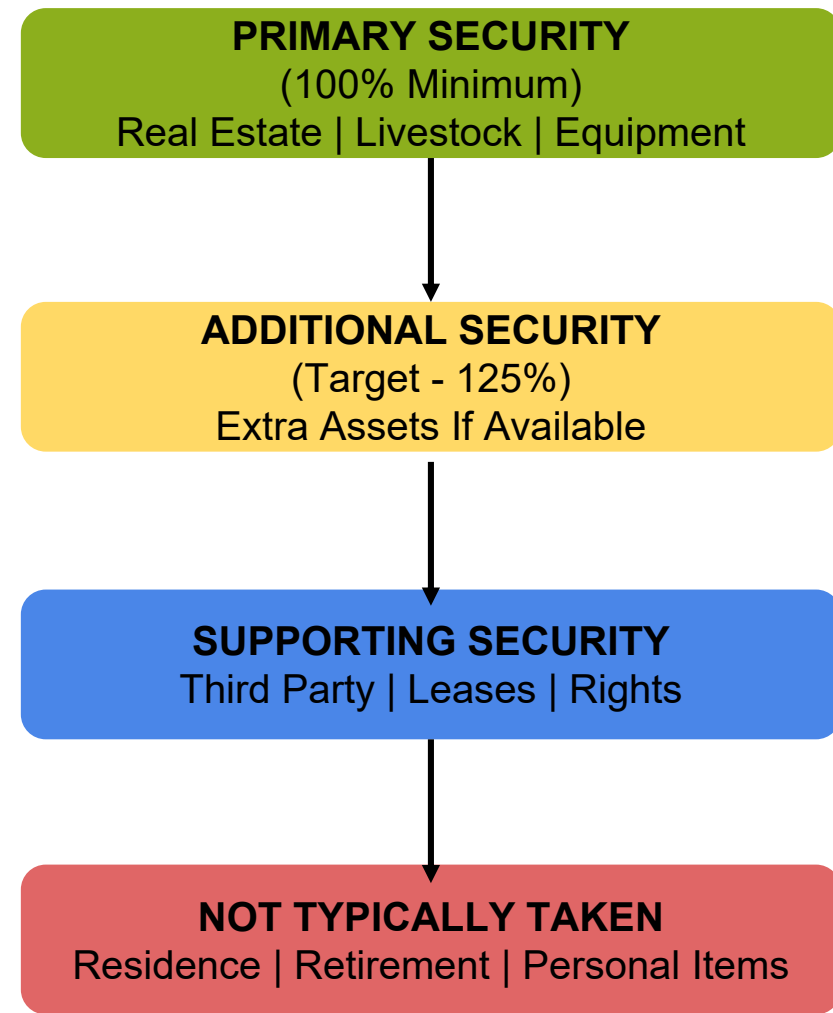
Additional Security



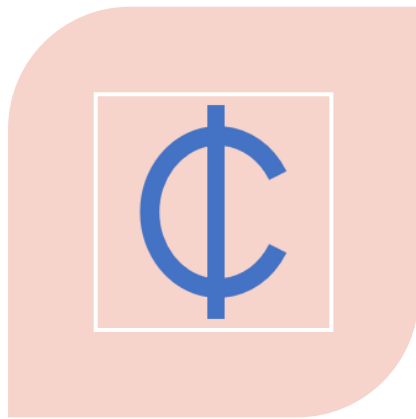
Non-Essential Assets



Real Estate Security



Repayment Deep Dive (Farm Operating Plan)



INCOME



EXPENSES



FEASIBILITY

Application = Evidence



Forms answer
underwriting questions



Financials prove
repayment



Everything must align

Complete Application: Core Sections

Application Basics

- Completed application form
- Signed & dated
- Entity documents

Applicant Background

- Farm training & experience
- Operation history

Financial Snapshot

- Current financial statement
- Non-farm income
- Debt verification

Financial History

- 3 years financial records

Complete Application: Supporting Requirements

Farm Operation

3 years production records
Legal description

Credit Review

Credit elsewhere
Credit report fee

Compliance

AD-1026

Final Review

Additional info
Ensure completeness

FSA-2015 Verification of Debts and Assets

Form Approved - OMB No. 0550-0237
OMB Expiration Date: 02/28/2029
(See Page 2 for Privacy Act and Paperwork Reduction Act Statements.)

FSA-2015 (04-01-26) U.S. DEPARTMENT OF AGRICULTURE Farm Service Agency Position 1

VERIFICATION OF DEBTS AND ASSETS

PART A GENERAL

1. TO: <input type="checkbox"/>	2. FROM:
3. Name and Address of Applicant	
4. The applicant has requested assistance from the U.S. Department of Agriculture and has indicated that a debt is owed or an asset is invested with your institution. The applicant authorized the release of information by executing the attached.	
5. This certifies that the U.S. Department of Agriculture, acting through the Farm Service Agency, has complied with the applicable provisions of Title XI, the Right to Financial Privacy Act of 1978 (Public Law 95-530), in seeking financial information regarding the applicant listed above.	
6A. Name	6B. Title
6C. Signature	6D. Date

PART B VERIFICATION OF DEBTS

1. Type of debt			
A. Account number			
B. Date of origination			
C. Current principal balance			
D. Accrued interest			
E. Daily interest accrual			
F. Effective date of items C and D			
G. Original loan amount/LOC ceiling			
H. Last date payment made			
I. Interest rate (indicate fixed or variable)	(%)	(%)	(%)
J. Installment amount			
K. Next installment due date			
L. Amount past due			
M. Description of collateral			
N. Maturity date			

2. Applicant's repayment record is:	3. Number of years the applicant has conducted business with you.
<input type="checkbox"/> Prompt <input type="checkbox"/> Usually prompt <input type="checkbox"/> Not prompt	

AD-1026 Highly Erodible Land Conservation (HELC) and Wetland Conservation (WC) Certification

This form is available electronically. (See Page 2 for Privacy Act and Paperwork Reduction Act Statements)
AD-1026 U.S. DEPARTMENT OF AGRICULTURE
 (10-30-14) Farm Service Agency

HIGHLY ERODIBLE LAND CONSERVATION (HELC) AND WETLAND CONSERVATION (WC) CERTIFICATION

Read attached AD-1026 Appendix before completing form.

PART A – BASIC INFORMATION

1. Name of Producer _____ 2. Tax Identification Number (Last 4 digits) _____ 3. Crop Year _____

4. Names of qualified persons with farming interests. Enter "None" if applicable. _____

Affiliated persons with farming interests must also file an AD-1026. See item 7 in the Appendix for a definition of an affiliated person.

5. Check one of these boxes if the statement applies; otherwise continue to Part B.

A. The producer in Part A does not have interest in land devoted to agriculture. Examples include bee keepers who place their hives on another person's land, producers of crops grown in greenhouses, and producers of aquaculture AND these producers do not own/lease any agricultural land themselves. *Note: Do not check this box if the producer shares in a crop.*

B. The producer in Part A meets all three of the following:

- does not participate in any USDA program that is subject to HELC and WC compliance except Federal Crop Insurance.
- only has interest in land devoted to agriculture which is exclusively used for perennial crops, except sugarcane, and
- has not converted a wetland after February 7, 2014.

Perennial crops include, but are not limited to, tree fruit, tree nuts, grapes, olives, native pasture and perennial forage. A producer that produces affora should contact the Natural Resources Conservation Service at the nearest USDA Service Center to determine whether such production qualifies as production of a perennial crop.

Note: If either box is checked, and the producer in Part A does not participate in Farm Service Agency (FSA) or Natural Resources Conservation Service (NRCS) programs, the federal identification number of the producer must be provided, but establishment of detailed farm records with FSA is not required. Go to Part D and sign and date.

PART B – HELC/WC COMPLIANCE QUESTIONS

Indicate YES or NO to each question. If you are unsure of whether a HELC determination, wetland determination, or NRCS evaluation has been completed, contact your local USDA Service Center.

	YES	NO
6. During the crop year entered in Part A or the term of an approved USDA loan, did or will the producer in Part A plant or produce an agricultural commodity (including sugarcane) on land for which an HELC determination has not been made?		
7. Has anyone performed (since December 23, 1985), or will anyone perform any activities to:		
A. Create new drainage systems, conduct land leveling, filling, dredging, land clearing, or excavation that has NOT been evaluated by NRCS? If "YES", indicate the year(s): _____		
B. Improve or modify an existing drainage system that has NOT been evaluated by NRCS? If "YES", indicate the year(s): _____		
C. Maintain an existing drainage system that has NOT been evaluated by NRCS? If "YES", indicate the year(s): _____		

Note: Maintenance is the repair, rehabilitation, or replacement of the capacity of existing drainage systems to allow for the continued use of wetlands currently in agricultural production and the continued management of other areas as they were used before December 23, 1985. This allows a person to reconstruct or maintain the capacity of the original system or install a replacement system that is more durable or will realize lower maintenance or costs.

Note: If "YES" is checked for item 7A or 7B, then Part C must be completed to submit NRCS to make an HELC/WC and/or certified wetland determination on the specified land. If "YES" is checked for item 7C, NRCS does not have to conduct a certified wetland determination.

8. Check one of both boxes, if applicable; otherwise, continue to Part C or D.

A. Check this box only if the producer in Part A has FCIC reinsured crop insurance and filing this form represents the last time the producer in Part A, including any affiliated person, has been subject to HELC and WC provisions.

B. Check this box if either of the following applies to the producer and crop year entered in Part A:

- is a tenant on a farm that is not in compliance with HELC and WC provisions because the landlord refuses to allow compliance, but all other farms not associated with that landlord are in compliance. (AD-1026D, Tenant Exemption Request, must be completed).
- is a landlord of a farm that is not in compliance with HELC and WC provisions because of a violation by the tenant on that farm, but all other farms not associated with that tenant are in compliance. (AD-1026C, Landlord or Landowner Exemption Request, must be completed).

PART C – ADDITIONAL INFORMATION

9. If "YES" was checked in item 6 or 7, provide the following information for the land to which the answer applies.

A. Farm and/or tract(s) number: _____ If unknown, contact the Farm Service Agency at the nearest USDA Service Center.

B. Activity: _____

C. Current land use (specify crop): _____

D. County: _____

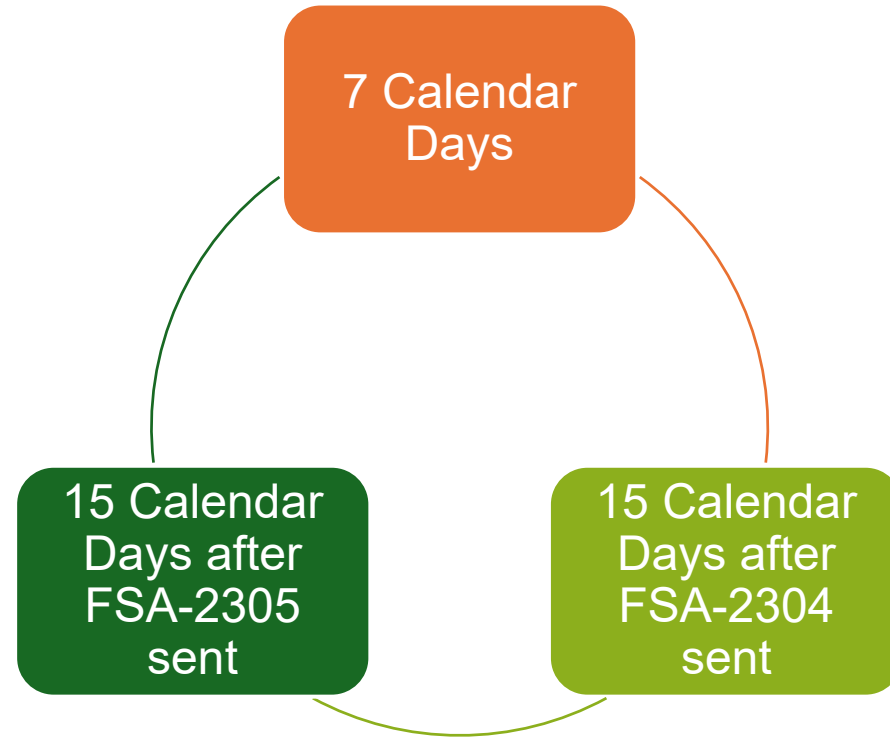
Processing of Complete Application

Upon receiving a complete application, the Agency will:

Consider the loan application in the order received, based on the date the application was determined to be complete; and

Provide written notice to the applicant that the application is complete.

Incomplete Applications



FSA-2001 Request for Direct Loan Assistance

	Part A – Primary Applicant/Farm Operator
	Part B – Primary Applicant Information
	Part C – Entity Applicant Information
	Part D – Other Member Information
	Part E – Loan Request
	Part F – Training, Education, and Experience
	Part G – Certification & Eligibility
	Part H – Balance Sheet (Summary of Schedules)
	Part I – Cash Flow Projection
	Part J – Notifications, Disclosures & Acknowledgement

Live Case Setup (Completion of Application)

Live Case Setup (Completion of Application)

FSA-2001 (04-01-26)	U. S. DEPARTMENT OF AGRICULTURE Farm Service Agency REQUEST FOR DIRECT LOAN ASSISTANCE	Position 3
<p>FSA suggests applicants use the available corresponding instructions for the proper completion of this form. Assistance is also available from your local FSA office for any part of the application process. FSA can provide assistance in completing requested forms, explain what information is necessary, and answer any questions regarding the application process.</p> <p>Farm Loan Teams located at FSA County Offices are responsible for all direct loan applications. You can find the address and telephone number of the nearest Farm Loan Team serving the County where you plan to farm from the Internet at www.farmers.gov/service-center-locator.</p> <p>Race, Ethnicity, and Sex information is requested by the Federal Government to monitor FSA's compliance with Federal laws prohibiting discrimination against applicants. Applicants are not required to furnish this information but are encouraged to do so. Failure to provide this information may result in not receiving targeted funds for which the applicant may be eligible. One or more boxes may be selected for Race/Ethnicity. This information will not be used to evaluate the application.</p> <p style="text-align: center;">IMPORTANT NOTICE Within 7 calendar days of the date FSA receives your application, FSA will send you a letter that will tell you if your application is complete, or additional information is needed to complete your loan application. Incomplete applications cannot be processed. If you do not receive this letter within 7 days of the submission of your application, please contact your local FSA office.</p>		
APPLICANT IDENTIFICATION		
<p>The loan application must be submitted in the name of the ACTUAL OPERATOR of the farm or ranch. This information is entered by all applicants in "Part A – Primary Applicant/Farm Operator."</p> <p>Once you have identified the farm operator, proper guidance for completing this form can be found in the table under Part A on Page 1.</p>		
LOAN INFORMATION		
<p>The Farm Service Agency offers loans to help farmers and ranchers get the financing they need to start, expand, or maintain a family farm. You are encouraged to reach out to your local FSA County Office Farm Loan Team and discuss all the possible financing options available to you. FSA also publishes Fact Sheets outlining available Farm Loan Programs. They contain detailed information about loan limits, eligibility, and the terms of each loan type. They are available for viewing on-line at https://www.fsa.usda.gov/news-room/fact-sheets/index.</p> <p>This application will allow submission for MOST loan types. Page 12 contains a checklist of the additional items needed for a complete application. A brief description of the loan types can be found below:</p> <p>FARM OWNERSHIP LOANS - Can be used to: Purchase a farm; Enlarge or improve an existing one; Construct new farm buildings; Improve existing farm buildings; Pay closing costs; and Implement soil and water conservation and protection practices. These have an aggregate limit of \$800,000 per borrower.</p> <p>FARM OPERATING LOANS - Can be used for: Initial start-up expenses; Annual input costs; Family living expenses; Purchase of equipment, livestock, and other materials essential to farm operations; Minor farm improvements such as wells and coolers; Hoop houses; Essential tools; Irrigation; and Delivery vehicles. These have an aggregate limit of \$400,000 per borrower.</p> <p>MICROLOANS - These are FSA's smallest loans and represent aggregate balances under \$50,000 per loan type, per borrower. Consistent with a lower loan amount, this loan type requires less documentation and is a simplified process. Microloans can be made for either Farm Ownership purposes or Operating purposes.</p> <p>EMERGENCY LOANS - These loans are to help producers recover from production and physical losses due to drought, flooding, other natural disasters, or quarantine. Emergency (EM) loans may be used to: Restore or replace essential property; Pay all or part of production costs associated with the disaster year; Pay essential family living expenses; Reorganize the farming operation; and Refinance certain debts. These have an aggregate limit of \$500,000 per borrower.</p>		
LOAN SERVICING APPLICANTS ONLY		
<p>This application is used by distressed or delinquent Farm Loan borrowers to request Primary Loan Servicing. It is also used by existing borrowers and potential new customers to request a Transfer and Assumption servicing action. Borrowers may also use this application to request Shared Appreciation Amortization.</p>		
PLEASE KEEP THIS PAGE FOR YOUR RECORDS		

Angela Jones – Case Study

- Angela is a Beginning Farmer
- Angela is transitioning from incubator to ownership
- Angela is applying for an FSA Farm Ownership Loan
- Your role: Direct Service Provider

Angela Jones – Applicant Overview

- Angela has 3 years of farming experience
- Angela produces vegetables, flowers and honey
- Angela operates a ¼ acre incubator farm
- Angela has full-time off-farm income
- Angela has filed a Schedule F for 2 years

Angela Jones – Loan Request

- Angela is requesting a Farm Ownership Loan
- Angela is requesting \$40,000
- Angela would like to purchase 4 acres
- This is a time-sensitive opportunity for Angela

Angela Jones – Strengths (FSA Perspective)

- Angela has documented production history
- Angela has sales & harvest records
- Angela has an established market
- Angela has off-farm income stability
- Angela has filed taxes

Angela Jones – Risks / Weaknesses

- Angela is going from $\frac{1}{4}$ acres → 4 acres
- Angela has limited collateral
- Angela has existing debt (student loans)
- Angela has a limited infrastructure

FSA-2001 Request for Direct Loan Assistance

Part A – Primary Applicant/Farm Operator

PART A - PRIMARY APPLICANT / FARM OPERATOR				
1. Exact Full Legal Name Angela Lily Jones				
2A. Address Line 1			3A. Primary Phone Number <input type="checkbox"/> Home <input checked="" type="checkbox"/> Cell (701) 258-4268	
2B. Address Line 2 123 Rose Road			3B. Alternative Phone Number <input type="checkbox"/> Home <input type="checkbox"/> Cell	
2C. City Sunflower	2D. State ND	2E. Zip 58951	4. Email Address honeybeefarmer@squash.com	
5. Select applicant type from the table below and follow applicable instructions for completing the application:				
Operating as a(n):			Complete:	
<input checked="" type="checkbox"/> Individual			PARTS B, E, F, G, H, I, J, L	
<input type="checkbox"/> Informal Entity (two or more persons applying jointly, including married persons)			PARTS B, D, E, F, G, H, I, J, L	
<input type="checkbox"/> Legal Entity			PARTS C, D, E, F, G, H, I, J, L	
6. I am an existing customer and my information has not changed. (Check Box if "YES" and skip Parts B, C, and D) <input type="checkbox"/>				

FSA-2001 Request for Direct Loan Assistance

Part B – Primary Applicant Information

PART B - PRIMARY APPLICANT INFORMATION			
1. Social Security Number (9 Digits) 753-55-7931		2. Birth Date (MM/DD/YYYY) 04/15/2001	3. County of Operation Headquarters Emmons
4. Military Veteran Status <input type="checkbox"/> Yes, I am a military veteran <input checked="" type="checkbox"/> No, I am not a military veteran	5. Marital Status <input type="checkbox"/> Married <input type="checkbox"/> Separated <input type="checkbox"/> Divorced <input checked="" type="checkbox"/> Unmarried <input type="checkbox"/> Married, Applying as Individual		6. Applicant is: <input checked="" type="checkbox"/> U.S. Citizen <input type="checkbox"/> Non-Citizen National* <input type="checkbox"/> Resident Alien* <input type="checkbox"/> Refugee or Other* <small>*NOTE: Applicant will be asked to provide I-551 and/or other proper documentation of immigration status as found under PRWORA (8 U.S.C. 1641).</small>
7. Race/Ethnicity: (Note: Select all that apply.) <input type="checkbox"/> American Indian/Alaskan Native <input type="checkbox"/> Hispanic or Latino <input checked="" type="checkbox"/> White <input type="checkbox"/> Asian <input type="checkbox"/> Middle Eastern or North African <input type="checkbox"/> Black/African American <input type="checkbox"/> Native Hawaiian or Pacific Islander			8. Sex (Individual) <input type="checkbox"/> Male <input checked="" type="checkbox"/> Female

FSA-2001 Request for Direct Loan Assistance

Part C – Entity Applicant Information

PART C - ENTITY APPLICANT INFORMATION		
<p>NOTE: Individual liability will be required regardless of entity type. By signing in Part J you certify that you have read and understand the statements and certifications on Pages 9 through 10.</p>		
<p>1. Entity Type</p> <p><input type="checkbox"/> Cooperative <input type="checkbox"/> Revocable Trust</p> <p><input type="checkbox"/> Limited Liability Company <input type="checkbox"/> Formal Partnership</p> <p><input type="checkbox"/> S Corp <input type="checkbox"/> C Corp</p> <p><input type="checkbox"/> Life Estate <input type="checkbox"/> Irrevocable Trust</p> <p><input type="checkbox"/> Other (Specify): _____</p>	<p>2. State of Registration</p> <p>_____</p>	<p>3. Registration Number</p> <p>_____</p>
<p>4. Tax Identification Number (9 Digits)</p> <p>_____</p>		
<p>5. Exact Full Legal Name of Primary Entity Contact</p> <p>_____</p>		
<p>6. Does the Entity Contain an Embedded Entity?</p> <p><input type="checkbox"/> YES, (Complete Items 7, 8, & 9 for each entity) <input type="checkbox"/> NO, (Proceed to Part D)</p>		
<p>7. List all Embedded Entities</p> <p>_____</p> <p>_____</p> <p>_____</p>	<p>8. Percentage of Interest (%)</p> <p>_____</p> <p>_____</p> <p>_____</p>	<p>9. Number of Entity Members</p> <p>_____</p> <p>_____</p> <p>_____</p>
<p>Initials: _____ Date: _____</p>		

FSA-2001 Request for Direct Loan Assistance

Part D – Other Member Information

PART D - OTHER MEMBER INFORMATION					
<p>Instructions: If not already provided above, entity members (<i>or spouses</i>) will complete Items 1 through 12. Items 13 and 14 are voluntary. Signature and Date block on Page 10 must be completed for all entity members. Duplicate this page as needed to include each entity member.</p>					
<p>ADDITIONAL MEMBER INFORMATION</p>					
<p>NOTE: Individual liability will be required regardless of the entity type. By signing on Page 10 you certify that you have read and understand the statements and certifications on Pages 3, 9 and 10.</p>					
1. Exact Full Legal Name of Entity Member		2. Social Security Number (9 Digits)		3. Birth Date (MM/DD/YYYY)	
4A. Street Address		5. Phone (Include Area Code)		6. Percentage of Ownership	
4B. City	4C. State	4D. Zip	7. Email Address		
8. Occupation/Employment				9. Annual Non-Farm Income (\$)	
10. Military Veteran Status <input type="checkbox"/> Yes, I am a military veteran <input type="checkbox"/> No, I am not a military veteran		11. Marital Status <input type="checkbox"/> Married <input type="checkbox"/> Separated <input type="checkbox"/> Divorced <input type="checkbox"/> Unmarried <input type="checkbox"/> Married, Applying as Individual		12. Applicant is: <input type="checkbox"/> U.S. Citizen <input type="checkbox"/> Non-Citizen National* <input type="checkbox"/> Resident Alien* <input type="checkbox"/> Refugee or Other*	
<p><small>*NOTE: Applicant will be asked to provide I-551 and/or other proper documentation of immigration status as found under PRWORA (8 U.S.C. 1641).</small></p>					
13. Race/Ethnicity: (Note: Select all that apply.) <input type="checkbox"/> American Indian/Alaskan Native <input type="checkbox"/> Hispanic or Latino <input type="checkbox"/> White <input type="checkbox"/> Asian <input type="checkbox"/> Middle Eastern or North African <input type="checkbox"/> Black/African American <input type="checkbox"/> Native Hawaiian/Other Pacific Islander				14. Sex (Individual) <input type="checkbox"/> Male <input type="checkbox"/> Female	

FSA-2001 Request for Direct Loan Assistance

Part E – Loan Request

PART E - LOAN REQUEST		
1. Select the type of request you are making: <input checked="" type="checkbox"/> New Loan Request <input type="checkbox"/> Loan Servicing Request <input type="checkbox"/> Transfer & Assumption		
1A. Request 1 of <input type="text" value="1"/>	1B. Use of Loan Proceeds: Purchase land	1C. \$ Amount Requested \$40,000
2A. Request 2 of <input type="text" value=""/>	2B. Use of Loan Proceeds:	2C. \$ Amount Requested
3A. Request 3 of <input type="text" value=""/>	3B. Use of Loan Proceeds:	3C. \$ Amount Requested

FSA-2001 Request for Direct Loan Assistance

Part H – Balance Sheet (Summary of Schedules)

PART H - BALANCE SHEET *(Summary of Schedules)*

NOTE: PART MAY BE SUBSTITUTED. Applicant may submit alternative documents (*<90 days old*) that provide the information collected on this part.

Check here if you are submitting alternative documents and proceed to Part I.

Balance Sheet of:

Angela Jones

As of:

04/15/2026

FSA-2001 Request for Direct Loan Assistance

FARM					
1A. Current Farm Assets		\$ Market Value	1B. Current Farm Liabilities		\$ Owed
Cash & Equivalents (Sch. A)		\$6,000	Accounts Payable (Sch. AA)		
Marketable Bonds & Securities			Income Taxes Payable		
Accounts Receivable (Sch. B)			Real Estate Taxes Payable		
Crop Inventory (Sch. C)		\$2,000	Notes Payable (12 months or less) (Sch. BB)		
Growing Crops (Sch. D)			Total Annual Payments of Int. Notes Payable (Sch. CC)		
Market Livestock & Poultry (Sch. E)			Total Annual Pymts of L. Term Notes Payable(Sch. DD)		
Livestock Products (Sch. F)					
Prepaid Expenses & Supplies (Sch. G)					
Other (Specify): _____					
TOTAL CURRENT FARM ASSETS:		\$8,000	TOTAL CURRENT FARM LIABILITIES:		\$0

FSA-2001 Request for Direct Loan Assistance

1C. Intermediate Farm Assets	\$ Market Value
Machinery & Equipment (Sch. H)	
Farm Vehicles (Sch. I)	\$6,000
Breeding Stock (Sch. J) Beehives	\$4,000
Notes Receivable (Sch. K)	
Not Readily Marketable Bonds and Securities	
Other (Specify): _____	
TOTAL INTERMEDIATE FARM ASSETS:	\$10,000

1D. Intermediate Farm Liabilities	\$ Owed
Debts due in over 1 year but less than 7 (Sch. CC)	
TOTAL INTERMEDIATE FARM LIABILITIES:	\$0

1E. Long-term Farm Assets	\$ Market Value
Buildings & Improvements (Sch. L)	
Real Estate - Land (Sch. M)	
Other (Specify): _____	
TOTAL LONG-TERM FARM ASSETS:	\$0

1F. Long-term Farm Liabilities	\$ Owed
Debts due over 7 years (Sch. DD)	
TOTAL LONG-TERM FARM LIABILITIES:	\$0

FSA-2001 Request for Direct Loan Assistance

PERSONAL					
2A. Current Personal Assets		\$ Market Value	2B. Current Personal Liabilities		\$ Owed
Cash & Equivalents <i>(Sch. N)</i>			Notes Payable <i>(12 months or less)</i> <i>(Sch. EE)</i>		
Marketable Bonds & Securities			Credit Card Debt <i>(Sch. FF)</i> AmEx		\$3,000
Cash Value Life Insurance <i>(NOT FACE VALUE)</i>					
Other <i>(Specify):</i> _____					
TOTAL CURRENT PERSONAL ASSETS:		\$0	TOTAL CURRENT PERSONAL LIABILITIES:		\$3,000
2C. Intermediate Personal Assets		\$ Market Value	2D. Intermediate Personal Liabilities		\$ Owed
Household Goods					
Car, Recreational Vehicles, etc. <i>(Sch. O)</i>					
Other <i>(Specify):</i> _____					
TOTAL INTERMEDIATE PERSONAL ASSETS:		\$0			

FSA-2001 Request for Direct Loan Assistance

2E. Long-term Personal Assets	\$ Market Value	2F. Long-term Personal Liabilities	\$ Owed
Retirement Accounts (<i>Sch. P</i>)		Debts due over 1 year (<i>Sch. GG</i>)	\$42,000
Non-farm Business		Sallie Mae - Student Loans	
Non-farm Real Estate (<i>Sch. Q</i>)			
Other (<i>Specify</i>): _____			
TOTAL LONG-TERM PERSONAL ASSETS:	\$0	TOTAL LONG-TERM PERSONAL LIABILITIES:	\$42,000
3A. GRAND TOTAL ASSETS (\$):	\$18,000	3B. GRAND TOTAL LIABILITIES (\$):	\$45,000
3C. TOTAL NET EQUITY: <i>(\$ Grand Total Assets - \$ Grand Total Liabilities)</i>			- \$27,000

FSA-2001 Request for Direct Loan Assistance

FARM ASSETS SCHEDULES *(Attach additional pages if necessary)*

4A. SCHEDULE A - CASH & EQUIVALENTS	\$ Market Value
Cash on Hand	
Checking	\$1,000
Savings	\$2,000
4B. SCHEDULE B - ACCOUNTS RECEIVABLE	\$ Market Value

FSA-2001 Request for Direct Loan Assistance

4C. SCHEDULE C - CROP INVENTORY				
Type	Measure	# Units	\$/Unit	\$ Market Value
Mixed Vegetables				\$2,000

FSA-2001 Request for Direct Loan Assistance

4D. SCHEDULE D - GROWING CROPS			
Type	# Acres	\$/Acre	\$ Market Value

FSA-2001 Request for Direct Loan Assistance

4E. SCHEDULE E - MARKET LIVESTOCK & POULTRY				
Type	# Head	Weight	\$/Unit	\$ Market Value
4F. SCHEDULE F - LIVESTOCK PRODUCTS				
Type	Measure	# Units	\$/Unit	\$ Market Value
4G. SCHEDULE G - PREPAID EXPENSES & SUPPLIES				\$ Market Value

FSA-2001 Request for Direct Loan Assistance

4H. SCHEDULE H - MACHINERY & EQUIPMENT				
Type	Make	Model	Year	\$ Market Value

FSA-2001 Request for Direct Loan Assistance

4I. SCHEDULE I - FARM VEHICLES				
Type	Make	Model	Year	\$ Market Value
Truck	Chevy	Silverado	2014	\$6,000
4J. SCHEDULE J - BREEDING STOCK				
Type	Raised/Purch	# Units	\$/Unit	\$ Market Value
Beehives				\$4,000

FSA-2001 Request for Direct Loan Assistance

4K. SCHEDULE K - NOTES RECEIVABLE				\$ Market Value
4L. SCHEDULE L - BUILDING & IMPROVEMENTS				\$ Market Value
4M. SCHEDULE M - FARM REAL ESTATE- LAND				
Farm Name	Total Acres	% Owned	\$/Acre	\$ Market Value

FSA-2001 Request for Direct Loan Assistance

PERSONAL ASSETS SCHEDULES *(Attach additional pages if necessary)*

4N. SCHEDULE N - CASH & EQUIVALENTS				\$ Market Value
Cash on Hand				
Checking				\$1,000
Savings				\$2,000
4O. SCHEDULE O - CAR, RECREATIONAL VEHICLES, ETC.				
Type	Make	Model	Year	\$ Market Value

FSA-2001 Request for Direct Loan Assistance

4P. SCHEDULE P - RETIREMENT ACCOUNTS			
Account Owner	Type of Account		\$ Market Value

4Q. SCHEDULE Q - NON-FARM REAL ESTATE			
Type	# Acres	\$/Acre	\$ Market Value

FSA-2001 Request for Direct Loan Assistance

FARM LIABILITIES SCHEDULES

5A. SCHEDULE AA - FARM ACCOUNTS PAYABLE	\$ Owed	FARM ACCOUNTS PAYABLE (Con't)	\$ Owed

5B. SCHEDULE BB - FARM NOTES PAYABLE (12 months or less)							
Creditor	Purpose	% Interest Rate	\$ Accrued Interest	Next Due Date	# of Pmts/Year	\$ Payment Amount	\$ Principal Balance
TOTAL FARM NOTES PAYABLE:						\$0	\$0

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5C. SCHEDULE CC - FARM INTERMEDIATE DEBTS PAYABLE <i>(Between 1-7 years)</i>							
Creditor	Purpose	% Interest Rate	\$ Accrued Interest	Next Due Date	# of Pmts/Year	\$ Payment Amount	\$ Principal Balance
TOTAL FARM INTERMEDIATE DEBTS PAYABLE:						\$0	\$0

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5D. SCHEDULE DD - FARM LONG-TERM DEBTS PAYABLE (Over 7 years)							
Creditor	Purpose	% Interest Rate	\$ Accrued Interest	Next Due Date	# of Pmts/Year	\$ Payment Amount	\$ Principal Balance
TOTAL FARM LONG-TERM DEBTS PAYABLE:						\$0	\$0

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PERSONAL LIABILITIES SCHEDULES

6A. SCHEDULE EE - PERSONAL NOTES PAYABLE (12 months or less)

Creditor	Purpose	% Interest Rate	\$ Accrued Interest	Next Due Date	# of Pmts/Year	\$ Payment Amount	\$ Principal Balance
TOTAL PERSONAL NOTES PAYABLE:						\$0	\$0

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6B. SCHEDULE FF - CREDIT CARDS			
Creditor	\$ Monthly Payment Amount	Current Balance	Check if PIF w/in 12 mos
AmEx	\$75	\$3,000	<input type="checkbox"/>
			<input type="checkbox"/>
			<input type="checkbox"/>
TOTAL CREDIT CARDS:		\$3,000	

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6C. SCHEDULE GG - PERSONAL TERM DEBTS PAYABLE (Over 12 months)							
Creditor	Purpose	% Interest Rate	\$ Accrued Interest	Next Due Date	# of Pmts/Year	\$ Payment Amount	\$ Principal Balance
Sallie Mae	Student Loans			5/21/2026	12	\$260	\$42,000
TOTAL PERSONAL TERM DEBTS PAYABLE:						\$260	\$42,000

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Part I – Cash Flow Projection

PART I - CASH FLOW PROJECTION

NOTE: PART MAY BE SUBSTITUTED. Applicant may submit alternative documents (*<90 days old*) that provide the information collected on this part.

Check here if you are submitting alternative documents and proceed to Part J.

Production Cycle: Start Date 04/01/2026

End Date 03/31/2027

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OPERATING PLAN - PRODUCTION/INCOME

1A. CROP PRODUCTION

Type/Description	Unit/Measure	# Acres	Yield	Farm Use, if any	% Share	\$ Per Unit	\$ Total
Mixed Vegetables	lbs	.25			100%	\$750.00	\$30,000
Flowers						\$250.00	\$7,500

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1B. LIVESTOCK & POULTRY - RAISED						
Description	# Units	Type	Sales Weight	\$ Per Lb/Unit	\$ Total	
1C. LIVESTOCK & POULTRY - PURCHASED						
Description	# Units	Purchase Weight	\$ Purchase	Sales Weight	\$ Per Lb/Unit	\$ Total

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1D. DAIRY LIVESTOCK								
Description	Breed	# Head	Purch. or Raised	Purchase Weight	\$ Purchase	Sales Weight	\$ Per Lb/Unit	\$ Total

1E. MILK PRODUCTION						
Description	Breed	# Head	# Production/Head	\$ Per Unit	\$ Total	

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1F. LIVESTOCK PRODUCT SALES					
Description	Production	Measure	# Units	\$ Per Unit	\$ Total
Beehives	Honey	40 lb beehives annually	8	\$10	\$3,200
1G. OTHER FARM INCOME					
Income Type	Description				\$ Total
Custom Hire Income					
Other (Specify)					

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1H. NON-FARM INCOME		
Income Type	Description	\$ Total
Personal Income	Jack's Diner	\$18,000
Business Income		
Other (Specify)		
1I. GRAND TOTAL INCOME (\$):		\$58,700

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OPERATING PLAN - EXPENSES			
2A. EXPENSES			
Expense Type	\$ Amount	Expense Type	\$ Amount
Car & Truck		Rent - Machine / Equip. / Vehicle (<i>Total from 2B(1)</i>)	
Chemicals	\$800	Rent - Land / Animals (<i>Total from 2B(2)</i>)	
Conservation		Repairs & Maintenance	\$1,200
Custom Hire		Seeds & Plants	\$3,500
Feed - Supplement		Storage & Warehousing	
Feed - Grain & Roughage		Supplies	\$1,200
Fertilizer & Lime	\$2,000	Taxes - Real Estate	
Freight & Trucking		Utilities	
Gas / Fuel / Oil	\$1,500	Vet / Breeding / Medicine	\$1,000
Insurance	\$800	Other Expenses Market Fees & Packaging	\$3,500
Labor Hired		Other Expenses - Irrigation	

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2B. SCHEDULED ITEMS			
2B(1). Rent - Machine / Equipment / Vehicle			
Owner/Dealer	Description	# Units	\$ Amount Paid
TOTAL RENT - MACHINE / EQUIPMENT / VEHICLE <i>(Enter this amount in 2A):</i>			\$0

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2B(2). Rent - Land / Animals (Or attach FSA Producer Farm Data Reports)								
Owner	County/State	Section/TWP	Farm No.	Total Acres	Crop Acres	% Share	\$/Acre	\$ Total Paid
Ken Taylor	ND				.25		\$80	\$20
TOTAL RENT - LAND / ANIMALS (Enter this amount in 2A):								\$20

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2C. OTHER EXPENSES	
2C(1). Total Household Operating Expenses (<i>Ex. Utilities, phone, entertainment, groceries, etc</i>):	
2C(2). List any planned Capital Purchases this operating year:	
Type of Capital Purchase	\$ Amount
2D. GRAND TOTAL EXPENSES (\$):	\$15,520
3. NET INCOME/LOSS (\$ PRIOR TO DEBT REPAYMENT): <i>(\$ Total Income - \$ Total Expenses)</i>	\$43,180


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Part J – Notifications, Disclosures & Acknowledgement

PART J - NOTIFICATIONS, DISCLOSURES & ACKNOWLEDGEMENT

10. CERTIFICATION:

I certify that the information provided is true, complete, and correct to the best of my knowledge and is provided in good faith to obtain a loan. (WARNING: Section 1001 of Title 18, United States Code, provides for criminal penalties to those who provide false statements to the Government. If any information is found to be false or incomplete, such finding may be grounds for denial of the requested action).

<p>10A. Signature</p> 	<p>10B. Printed Name</p> <p>Angela Jones</p>	<p>10C. Date (MM/DD/YYYY)</p> <p>04/15/2026</p>
<p>10D. Capacity: <input type="checkbox"/> Self <input type="checkbox"/> Entity Representative</p>		

Withdrawal of Loan Application

- Applicant may withdraw their loan application **at any time** during the process
- Request can be made **in writing or verbally**

If withdrawn:

- Written request → FSA processes withdrawal and issues **FSA-2306**
- Verbal request → FSA issues **FSA-2306**

Application will be withdrawn unless applicant responds within **10 calendar days**



Angela Jones – Would YOU Approve This Loan?



- Yes
- No
- Conditional

Reviewing and Evaluation Applications



Within 60 calendar days after receiving a complete loan application, the Agency will complete the processing of the loan request and notify the applicant of the decision reached, and the reason for any disapproval.

Angela Jones – What's Missing?

- Stronger Cash Flow?
- Production verification?
- Collateral?
- Infrastructure Plan?
- Documentation?

What Gets Loans Approved?

Character: 3 years experience, Schedule F history
Acceptable credit

Repayment Ability: Supported by off-farm income
Requires realistic projections

Collateral: 4 acres real estate
Limited additional assets

Risk: Scaling & infrastructure

FSA Credit Memo

- **Clear story**
- **Strong numbers**
- **Complete documentation**

Alignment = Approval

FSA Loan Approval



Form Approved - OMB No. 0560-0237
OMB Expiration Date: 02/28/2029
(See page 4 for Privacy Act and Public Burden Statements.)

FSA-2313 (04-01-26)	U.S. DEPARTMENT OF AGRICULTURE Farm Service Agency	Position 2
NOTIFICATION OF LOAN APPROVAL AND BORROWER RESPONSIBILITIES		
INSTRUCTIONS: Return this completed form to your local FSA office.		

Date

[Borrower's Name]
[Co-Borrower's Name/Address]
[Borrower Address]
[City, State, Zip Code]

Your Farm Service Agency (FSA) loan request has been determined eligible, and was approved on [Date approval credit action e-signed] subject to the availability of funds. To receive the loan, you must accept the terms and conditions and meet the requirements set out in this letter.

Please read this letter carefully. Within 15 business days from the date of this letter, you must complete Part E, and return the letter to the local FSA Service Center. If you do not return this letter within 15 business days, your approval will be revoked and your application withdrawn.

This approval remains effective until the loan is closed, material eligibility or financial changes occur, or your application is withdrawn. You must report any material changes, financial or otherwise, that occur prior to closing. A material change is any change that could affect your eligibility for the loan, your ability to repay the loan or meet other legal requirements. The loan closing and release of loan funds are subject to you and FSA agreeing upon all terms and conditions to be contained in the documentation required for the loan, including loan agreements and security instruments.

The basic terms and conditions and borrower responsibilities of the loan are summarized in this letter; however, the letter is not intended to cover all terms and responsibilities of the loan. The loan documents you will sign at closing will specify all the binding loan terms, conditions, collateral and other requirements. You must sign a promissory note and security instruments incorporating these and other necessary, usual, and customary terms before loan funds will be released to you. You must comply with all applicable law and regulations for the loan. Subject to those qualifications, the loan will be made on the following terms and conditions:

Part A - Funds Availability

- 1. Loan funds will be made available to you within 15 business days of loan approval. However, you agree that in certain circumstances the 15 days may be exceeded when additional information such as a lien and/or title search, an appraisal, subordination, etc. is needed prior to loan closing.
- 2. This loan is approved, but funds are not immediately available. If your financial condition or other factors change significantly before the loan is funded, FSA may request updated financial and eligibility information. If more than 90 calendar days pass between the date of approval and availability of loan funds, FSA will require you to submit updated financial and eligibility information. FSA will reconfirm the loan decision as to eligibility and feasibility within 30 calendar days from the time you provide the necessary information. If the changes cause you to no longer be eligible, cause you to be unable to repay the loan based upon a revised farm operating plan, or otherwise fail to meet all legal requirements, this approval will be revoked.

Part B - Loan Approval Terms and Conditions

1. **Loan Amount** - The loan will be in the amount of \$ [Enter loan amount].
2. **Purpose of Loan** - You must get approval from FSA, in advance, if you need to use loan funds for different purposes or in different amounts from the following:
[Enter loan purpose(s)]

FSA Loan Denial



- Denial is not the end.
- Alternatives
 - Reconsideration
 - Mediation
 - National Appeals Division

Farm Visit

LET'S VISIT
the FARM



A site inspection will be necessary for purposes of completion of FSA-851 Environmental Risk Survey Form prior to approval of a farm ownership loan.

A farm visit may be necessary prior to approval of a farm operating loan.

Conflicts



CONCLUSION

