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| Farm Loan Program | | |
|  |  |  |
| **Native New Producer Checklist** | | |

# Getting Started

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| ☐ | 1. Conduct a personal evaluation to determine why you want to start a business. | |
| ☐ | 1. Create a Farm/Ranch Business Plan | |
|  | ☐ | * 1. What are you going to do? |
|  | ☐ | * 1. How are you going to do it? |
| ☐ | 1. Assess how much capital you have available to invest. | |
| ☐ | 1. Discuss your plans with family members to ensure they are behind you. | |
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# Required Loan Request Documents

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| --- | --- |
| ☐ | 1. Loan Application |
| ☐ | 1. Creditors List |
| ☐ | 1. Production History (3 years usually preferred) *if applicable*   ☐ Livestock Rancher  Details on average sale weights  % of open rate  % of death date  ☐ Grain/Forage Farmer  Average yields  Sale prices |

# Financial Documents

|  |  |
| --- | --- |
| ☐ | 1. Balance Sheet |
| ☐ | 1. Tax Returns (Last 3 years)   ☐ Actual Income & Expenses *if tax returns are not available* |
| ☐ | 1. Cash Flow Projection |

# Supplemental Documents

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| --- | --- |
| ☐ | 1. Copy of all tribal range units & farm-pasture leases and/or agreements |
| ☐ | 1. Copy of machinery/equipment leases and/or agreements |
| ☐ | 1. Copy of all current debts with explanation |
| ☐ | 1. Copy of current pay stub *if applicable*  * *Complete FSA application would also require a check/money order $16.00* |
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