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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.
 |
|  |  |

# Required Loan Request Documents

|  |  |
| --- | --- |
| ☐ | 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

|  |  |
| --- | --- |
| ☐ | 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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