This is based on information from April 9, 2020. New and revised guidance on the Federal programs is released daily. Please check back for updated information. You can contact FarmLink at 831-425-0303 or at loans@cafarmlink.org.

<table>
<thead>
<tr>
<th>Source of Funds</th>
<th>FarmLink Standard Operating and Term Loans</th>
<th>FarmLink Emergency Loans</th>
<th>SBA Paycheck Protection Program (PPP) through FarmLink</th>
<th>SBA Economic Injury Disaster Loan (EIDL)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Maximum Loan Size</td>
<td>$1,750,000</td>
<td>$20,000</td>
<td>$250,000*</td>
<td>$2,000,000 w/$10k advance</td>
</tr>
<tr>
<td>Interest Rate</td>
<td>7-8%</td>
<td>0%</td>
<td>1%</td>
<td>3.75% for for-profit companies, 2.75% for non-profit organizations.</td>
</tr>
<tr>
<td>Loan Fee</td>
<td>2% for loans up to $250,000; less above that amount</td>
<td>$0</td>
<td>$0</td>
<td>$0</td>
</tr>
<tr>
<td>Term of Loan</td>
<td>1 – 7 years</td>
<td>2 years, no payments for first 6 months</td>
<td>2 years, no payments for first 6 months</td>
<td>Up to 30 years</td>
</tr>
<tr>
<td>Eligibility</td>
<td>Farmers and ranchers in California who are currently in production.</td>
<td>Farmers and ranchers in California who are currently in production and can demonstrate need as a result of COVID closures.</td>
<td>FarmLink can only finance farm businesses, with priority to current clients. You need to start by applying with your current bank and follow up with FarmLink if they cannot help you.**</td>
<td>Small businesses. See SBA for more details. This program now includes farm and ranch businesses with fewer than 500 employees. Aquaculture, nurseries and ag co-ops are also eligible.</td>
</tr>
<tr>
<td>Use of Funds</td>
<td>Normal business operations including rent, payroll, purchase of plants or livestock, cost of equipment, infrastructure development, and refinancing business debt.</td>
<td>Short-term needs as a result of the COVID closures: Payroll, rent, utilities, insurance, plants, and business operating expenses including owner’s draws.</td>
<td>Short-term needs as a result of the COVID closures: Payroll, mortgage payments, rent, utilities, and other debt payments incurred before 2/15/2020</td>
<td>Long-term economic loss caused by the COVID pandemic.</td>
</tr>
<tr>
<td>Application Process</td>
<td>Online loan inquiry followed by standard FarmLink application package (business financials, personal financials, verification)</td>
<td>Online loan inquiry followed by significantly reduced application package</td>
<td>Complete SBA PPP application and submit through FarmLink. Other lenders also offer PPP.</td>
<td>Complete EIDL app, apply directly with SBA online. FarmLink is not involved in this process.</td>
</tr>
<tr>
<td>Timeline</td>
<td>4-6 weeks</td>
<td>5-10 days</td>
<td>5-10 days for existing clients</td>
<td>2-3 weeks</td>
</tr>
</tbody>
</table>

You can apply to all of these programs. Participating in one program does not disqualify you from accessing another one.

* FarmLink loan maximum is $250,000 based on our designation as a Community Advantage Lender. Other lenders can lend up to $10,000,000 in this program.

** Some online lenders are offering PPP. FarmLink recommends you ensure they have signed or adhere to the principles of the Small Business Borrower Bill of Rights, which aims to limit predatory lending. While PPP is not predatory, you could risk working with a lender who will offer additional predatory financing.
More about...

FarmLink Emergency Loans:

- This financing is for the short-term, immediate needs to cover payroll, rent, utilities, insurance, plants, livestock, and business operating expenses including owner’s draws. If you have lost off farm income that you need to pay for basic needs, you may be eligible for this program.
- Applications will be reviewed on a first-come, first-served basis. Initial priority will be given to current borrowers.
- Just like our standard lending, FarmLink will evaluate your ability and willingness to repay. Ability will be based on the past year’s profit as reported on your taxes. Be prepared to provide your business and personal financial records and detail on how you have been affected by the COVID closures.
- Loans have a 0% interest rate with a minimum of 6 months of deferred payments before you have to begin repayment. If the loan has not been repaid by maturity (two-year term), interest will begin accruing and the loan will be restructured at that time.
- This is a FarmLink program for California farm and ranch businesses. It is not part of any federal program.

SBA Paycheck Protection Program (PPP):

- This financing is for short-term needs to cover ONLY payroll, rent, mortgage payment, utilities, and debt payments. You must be able to provide proof of these expenses from your 2019 records. This is a federal program that many lenders are participating in. Search the SBA website for other eligible lenders if you are not a California farm or ranch business. Applications close on June 30, 2020, unless extended.
- You are not eligible if you have 500+ employees, have a felony, or are on probation. Cannabis-related businesses are not eligible.
- The loan size is based on your average monthly payroll expenses x 2.5. It is meant to cover payroll for two months.
- Sole proprietors can also apply for payment for their lost income (since they are not paid wages from the business). This is based on your 2019 net profit.
- You cannot have two PPP loans. If you are a sole proprietor who also has W2 employees, you need to apply for both yourself and your employees in the same application.
- If a minimum of 75% of the loan amount is used for payroll expenses, the loan will be forgiven. If it is not, you are responsible for paying it plus 1% APR.
  - Funds cannot be used to pay H2A workers, independent contractors (1099s), or volunteers.
  - You WILL be asked for documentation of how the funds were spent including number of FTE employees and pay rates, payments to mortgage interest, lease, and utility payments. You need to keep good records to ensure that your loan can be forgiven.
  - The loan will NOT be forgiven if you let employees go 6 weeks after receiving money because you can’t meet other expenses. This program is to support continued payment of employees. The loan will NOT be forgiven if used for purposes other than payroll, rent, utilities, or debt payment.

SBA Economic Injury Disaster Loan (EIDL):

- This program was changed during the week of April 13: it now includes farm and ranch businesses with fewer than 500 employees. Aquaculture, nurseries, and agricultural cooperatives are also included.
- This financing is for the long term impact on the business of the economic injury. You can request a $10,000 advance on the loan amount, which will arrive more quickly than the full disaster loan. This $10,000 is forgivable.
- The SBA calculates your loan amount based on what your business needs to keep operating. Be ready with your estimated expenses for the application process. When applying, think “what would it take for my business to keep doors open without any revenue?” Assume this will continue for 6 months.
- These funds come directly from the SBA. FarmLink is not involved in the process at all. If you have questions about your application, you need to contact SBA directly. You must have a loan number to reach out to SBA so that they can assist you properly. You receive your loan number after submitting your application. If you did not get a loan number, you need to re-submit your application.