Get a Piece of the Poultry Pie! Petersburg Event Follow Up Memo

Thank you for attending the Get a Piece of the Poultry Pie event in Petersburg this past week. The following is a review of programs and presenters from the Petersburg event. Please don’t hesitate to call or email with any questions on these resources or other items.

Robin Hanna  
Illinois Institute for Rural Affairs at WIU  
(800) 526-9943  
RW-Hanna@wiu.edu

Liz Stelk  
Illinois Stewardship Alliance  
(217) 528-1563  
Liz@ILStewards.org

If you’d like to get started with poultry or want to discuss the opportunities more in depth, here are some next steps to consider:

1. Be in touch with Cavan Sullivan (217/891-7410) to set up a time to talk (and list his contact information).
2. Review the programs and opportunities listed below, and be in touch with the contact person included.
3. If you have other questions or need other resources, be in touch with us (then list our contact info).

Presenting agencies, Programs, and Contact information

USDA Rural Development

- **Value-Added Producers Grants**: The Value Added Producer Grant (VAPG) program helps agricultural producers enter into value-added activities related to the processing and/or marketing of new products. The goals of this program are to generate new products, create and expand marketing opportunities, and increase producer income. Applicants may receive priority if they are a beginning farmer or

The Get a Piece of the Poultry Pie event in Petersburg was sponsored by the Illinois Institute for Rural Affairs at WIU and the Illinois Stewardship Alliance.
ranch structured as a family farm, a farmer or rancher cooperative, or are proposing a mid-tier value chain. Grants are awarded through a national competition. Information can be found at [https://www.rd.usda.gov/programs-services/value-added-producer-grants](https://www.rd.usda.gov/programs-services/value-added-producer-grants). Note: Applications for Value-Added Producers Grants are not currently being accepted. Last year’s grants were announced in late August (2017) with a deadline of January 24, 2018.

- **Business and Industry Loan Guarantees:** Borrowers work with existing lenders supported by these loan guarantees. Information can be found at: [https://www.rd.usda.gov/programs-services/business-industry-loan-guarantees](https://www.rd.usda.gov/programs-services/business-industry-loan-guarantees)

- **Rural Economic Development Loan and Grant Program:** Loans and grants to intermediaries, such as rural electric cooperatives, who then lend the funds to a private business. Repayments are retained by the intermediaries then serve to capitalization local revolving loan programs. Information can be found at: [https://www.rd.usda.gov/files/fact-sheet/RD-FactSheet-RBS-REDLG.pdf](https://www.rd.usda.gov/files/fact-sheet/RD-FactSheet-RBS-REDLG.pdf)

- **Local Food Promotion Program:** The Local Food Promotion Program (LFPP) offers grant funds with a 25% match to support the development and expansion of local and regional food business enterprises to increase domestic consumption of, and access to, locally and regionally produced agricultural products, and to develop new market opportunities for farm and ranch operations serving local markets. There are two types of project applications are accepted under LFPP—planning grants and implementation grants. Applicants can apply for either but will receive only one type of grant in the same grant cycle. **Note: Deadline for 2018 Applications is May 7, 2018.** Information can be found at: [https://www.ams.usda.gov/services/grants/lfpp](https://www.ams.usda.gov/services/grants/lfpp)

**USDA-Farm Service Agency**

**Presenters: Tony Schmillen & Brittany Parker**

FSA offers a broad array of lending programs to support farm development and operations. These include: Farm Operating Loans, Microloans, Farm Ownership Loans, Guaranteed Farm Loans, Youth Loans, Minority and Women Farmers and Ranchers, and Beginning Farmers and Ranchers Loans. Additional information on these and other programs can be found at: [https://www.fsa.usda.gov/programs-and-services/farm-loan-programs/index](https://www.fsa.usda.gov/programs-and-services/farm-loan-programs/index)

The URL for the State FSA Office is: [https://www.fsa.usda.gov/state-offices/Illinois/index](https://www.fsa.usda.gov/state-offices/Illinois/index)

County FSA offices in the region include:

- Cass County Farm Service Agency: (217) 452-7781;
- Logan County Farm Service Agency: (217) 735-5508;
- Mason County Farm Service Agency: (309) 543-2582;
- Menard County Farm Service Agency: (217) 632-2431;
- Morgan County Farm Service Agency: (217) 243-1535; and
- Sangamon County Farm Service Agency: (217) 241-6635.
**Illinois Finance Authority**  
**Presenter:** Patrick Evans (PEvans@il-fa.com)  
Serving Illinois’ diverse farm and agri-businesses, Illinois Finance Authority provides access to low-cost capital to help seed, grow and sustain your business. The IL-FA’s agriculture team offers the market expertise and flexibility to match the right program for the user’s needs – whether a beginning farmer or an established producer seeking financing to purchase land, diversify or expand an enterprise, or consolidate or restructure debt. Additional information on Illinois Finance Authority’s agriculture-related programs can be found at: https://www.il-fa.com/programs/agriculture.

**Illinois Treasurer’s Office**  
**Presenter:** Robert Baren (RBaren@IllinoisTreasurer.gov)  
Ag Invest: Through Ag Invest the Treasury partners with approved financial institutions to provide qualified farmers and agriculture professionals below market rate loans to start, expand or add value to their farm operations. By offering reduced interest rate loans, the Treasury aims to lower the overall cost of improving a farm or value added business. The loans provided by the financial institution can be used for the purchase farm equipment, purchase of land, construction related expenses, or other costs related to conventional, sustainable, or value added farming. Additional information on Illinois Treasurer’s Ag Invest programs can be found at: http://www.illinoistreasurer.gov/Individuals/Ag_Invest.

**Illinois Department of Commerce and Economic Opportunity**  
**Advantage Illinois:** Advantage Illinois’s participation loan program has four new product lines to support businesses with projects that create or retain jobs and/or modernize their business to improve competitiveness. The four programs include:  
1. The Standard Participation Loan Program (PLP)  
2. Minority/Women/Disabled/Veteran-Owned Businesses (MWDV PLP)  
3. Revolving Line of Credit (RLOC PLP)  
4. SBA Supported Activity  

The Illinois Department of Commerce seeks to encourage new bank lending to small business, by purchasing portions of bank term loans, and Revolving Lines of Credit, applying below market interest rates to the state’s portion, and subordinating its exposure than those of the lending entities. For lenders, this is an acceptable method of addressing a lack of equity or collateral resources by the borrower; and a way for the borrower to improve its ability to meet its debt service need.

Additional information on Advantage Illinois can be found at:  
https://www.illinois.gov/dceo/smallbizassistance/advantageillinois/Pages/default.aspx
**Illinois Institute for Rural Affairs**

*Cooperative Development Center/Value Added Sustainable Development Center*

**Presenter: Sean Park (MS-Park@wiu.edu)**

Illinois Cooperative Development Center (ICDC) helps cooperatives and other businesses in rural Illinois start up and succeed, through technical assistance, training, and publications. Assistance is delivered through a combination of Center staff, partner cooperative development agencies, and paid consultants, and is available free of charge. Cooperatives in all sectors of the economy are eligible for assistance, which is also available to economic development and business assistance organizations seeking to enhance their own ability to serve co-ops. ICDC is a program of the Illinois Institute for Rural Affairs (IIRA) at Western Illinois University and is funded by USDA Rural Development.

Additional information on services available through the IIRA Cooperative Development Center can be found at: [http://www.value-added.org/cooperatives/](http://www.value-added.org/cooperatives/)

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**Justine Petersen**

**Contact:** JustBIZ  
929 North 15th St.  
East St. Louis, IL 62205  
(314) 533-2411

The Justine Petersen organization provides comprehensive micro-enterprise lending and training:

- One-on-one counseling and technical assistance;
- Credit building strategies. Justine PETERSEN believes that strong personal financial stability supports sound business financial management and therefore, all counseling begins with a review of personal credit history;
- FDIC Money Smart Curriculum;
- Justine PETERSEN has developed a business plan questionnaire to assist clients through the business planning process. Many PETERSEN clients have existing informal businesses, but do not have written business plans. Justine PETERSEN assists clients to transition from informal to formal micro-enterprises;
- Micro-loan origination; and
- Post-loan technical assistance for those that struggle to meet their business plan benchmarks and for those that are expanding their businesses.

Additional information on services available through the Justine Peterson organization can be found at: [http://www.justinepetersen.org/](http://www.justinepetersen.org/)

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**Illinois Small Business Development Centers**

Illinois Small Business Development Centers are located throughout the state and provide information, confidential business guidance, training and other resources to start-up and existing small businesses. The local SBDC for the region is **Illinois SBDC at Lincoln Land Community College**, Kevin Lust, Director, (217) 786-4530.
Services Include:
- One-on-one business advice and management assistance;
- Assistance with the development of business plans;
- Help with accessing market information and the development of marketing plans;
- Assistance with accessing business financing programs;
- Assistance with financial analysis and planning;
- Access to business education and training opportunities; and
- Specialized services in technology, innovation and entrepreneurial development.

Additional information on services available through Small Business Development Centers can be found at: http://www.llcc.edu/sbdc/ or https://www.illinois.gov/dceo/smallbizassistance/beginhere/pages/sbdc.aspx.