

DAIRY IMPROVEMENT FUND

ANNUAL REPORT FISCAL YEAR 2022



MAINE DEPARTMENT OF
**AGRICULTURE
CONSERVATION
& FORESTRY**



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ABSTRACT

Dairy Improvement Fund

In 2012, the Maine Legislature authorized the creation of the Dairy Improvement Fund. It was created to provide loans to assist dairy farmers in making capital improvements to maintain and enhance the viability of their farms, and to pay the administrative costs of processing loan applications and administering the fund and loans made from it. The program is intended to help farms and other dairy enterprises fund capital improvements to maintain and enhance the viability of their farms.

Funds are deposited with the Finance Authority of Maine (FAME), and the Commissioner of the Department of Agriculture, Conservation and Forestry administers the fund.

Generally, any business or individual located in Maine and identified by the Department of Agriculture, Conservation and Forestry as engaged in the commercial production of milk or milk products is eligible to apply for loans bearing a fixed interest rate of 1%.

Loan amounts can be up to 90% of the total project cost if the eligible project cost is \$100,000 or less or up to 75% if the eligible project cost is over \$100,000.

The maximum loan amount is \$250,000. A borrower must inject at least 10% in private funds into their project.

Eligible uses include the design, construction, or improvement of milking parlors, dairy animal housing, silos, grain bins, feed sheds, or the construction or renovation of buildings or equipment located in Maine and used in connection with a dairy enterprise.

Loan funds may not be used for working capital, non-project-related equipment and expenses, or refinancing unless the Commissioner grants a waiver. Outside construction lending sources may be required for projects seeking to use the Dairy Improvement Fund for dairy-related construction take-out financing.



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DEPARTMENT OF AGRICULTURE, CONSERVATION & FORESTRY
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JANET T. MILLS
GOVERNOR

AMANDA E. BEAL
COMMISSIONER

COMMISSIONER'S REPORT

To the Honorable Janet T. Mills, Governor; the Honorable Troy Jackson, President of the Senate; the Honorable Rachel Talbot Ross, Speaker of the House; Members of the Maine Legislature; and Citizens of the State of Maine:

The Dairy Improvement Fund (DIF) is administered by the Bureau of Agriculture, Food and Rural Resources' Division of Agricultural Resource Development. DIF is a public and private partnership, helping dairy enterprises finance capital improvements that enhance the viability and vitality of their businesses. Producers invest to increase profitability, buy equipment that adds value to production, and purchase and install energy generation and conservation equipment to improve farm sustainability.

Since the launch of DIF in 2018, the fund has committed nearly \$1.7 million dollars in addition to leveraging \$117,740 in grants and \$629,485 in contributions for a total of over \$2.4 million in capital improvements at 14 Maine dairy farms across eight counties. Projects range from purchasing vital production farm equipment, enabling renovations, and adding new animal housing. These improvements to Maine agricultural businesses create additional value when the private capital investment is partnered with the publicly administered DIF.

The Department recognizes the potential for further investment and growth within the dairy sector. In 2021, it partnered with the University of Maine School of Economics to conduct an economic impact assessment of specific infrastructure investment scenarios. Given current production levels in Maine, it is projected that a 50% increase in local dairy product manufacturing would result in a total of \$226.7 million in sales, 1,017 jobs, and \$46 million in labor income (including multiplier effects). These findings demonstrate that ensuring access to capital for infrastructure projects through vehicles like DIF should remain a central component of Maine's economic strategy for food and agriculture.

During FY 2022, DIF closed one loan (compared to six in FY 2021) and had one loan pending at the end of the fiscal year. The decrease during the pandemic in the casino revenue that funds DIF led to an insufficient fund balance to support additional loans in FY 2022, causing the Department to pause loan-making. However, casino revenue rebounded as the pandemic abated (as reflected in the balance sheet on page 9), and the Department reopened the fund in January 2023, which was after the performance period described in this report. The timing of DIF's return is helpful, as Maine's dairy sector is facing challenges due to increased input costs, inflation, and ongoing transportation and supply chain disruptions. We look forward to providing a future report to describe DIF activity after the funds were rebuilt.

The DIF program, working with private and nonprofit lending partners, must meet the changing needs of agricultural borrowers. Increased capital investment in Maine agriculture is a critical element for the growth of the Maine economy.

Respectfully submitted,

Amanda E. Beal
Commissioner

PROGRAM OVERVIEW

The Dairy Improvement Fund (DIF) provides direct loans to help farms and other dairy enterprises fund capital improvements to maintain and enhance the viability of their farms. Eligible uses include the design, construction, or improvement of milking parlors, dairy animal housing, silos, grain bins, or feed sheds; the construction or renovation of buildings; or the purchase of equipment. Funded projects must be located in Maine and used in connection with a dairy enterprise. In some cases, the program participates with private lenders to provide customized, cost-effective financing packages for these capital projects.

DIF has helped finance 14 projects that have leveraged a total of \$2,547,124 in investments in Maine's dairy infrastructure, as depicted in the chart below:

PORTFOLIO SUMMARY

	FY 2019 - 2021	FY 2022	Total
Number of Projects	13	1	14
DIF Financing	\$1,641,354	\$100,000	\$1,741,354
Lender Financing	\$144,100	\$0	\$144,100
Equity*	\$611,670	\$50,000	\$661,670
Total Investments	\$2,397,124	\$150,000	\$2,547,124

**Per the Borrower's application*

DAIRY IMPROVEMENT FUND

In 2012, the Maine Legislature authorized the creation of the Dairy Improvement Fund (DIF). It was created to provide loans to assist dairy farmers in making capital improvements to maintain and enhance the viability of their farms, and to pay the administrative costs of processing loan applications and administering the fund and loans made from it. The program is intended to help farms and other dairy enterprises fund capital improvements to maintain and enhance the viability of their farms.

Eligible Applicants:

Any individual or entity in Maine engaged in dairy production can apply for financing under the DIF.

Use of Proceeds:

Eligible uses include the design, construction, or improvement of milking parlors, dairy animal housing, silos, grain bins, or feed sheds; the construction or renovation of buildings; or equipment located in Maine and used in connection with a dairy enterprise. Loan funds may not be used for working capital, non-project-related equipment and expenses, or refinancing. Outside construction lending sources may be required for projects seeking to use the DIF for dairy-related construction take-out financing.

Application Process:

Application to the program is a two-step process. The prospective borrower must submit an eligibility form to DACF. If the project is deemed eligible, DACF will notify the applicant and forward the Eligibility Form to FAME. The applicant has three months to submit the required program application and supporting documents to FAME.

Loan Size:

Borrowers may apply for up to 90% of the project cost if the project is less than \$100,000 and up to 75% if the project is over \$100,000. The maximum loan under the DIF is \$250,000. The borrower must inject at least 10% in private funds into their project.

Interest Rates:

Loans from DIF will be made at a fixed interest rate of 1%. Deferred principal and interest payments may be available up to 24 months from closing; interest accrues beginning at closing.

Fees & Other Expenses:

A 1% origination fee will be charged on DIF loans of \$100,000 or more. The borrower is responsible for all closing costs, including legal expenses.

Repayment Terms:

Loan repayment terms will vary to reflect the useful life of the financed assets.

DAIRY IMPROVEMENT FUND LOAN ACTIVITY FY22

Transactions Closed:

Location	Project Costs*	Bank	Equity*	DIF	Project Type
Whitefield	\$150,000	\$0	\$50,000	\$100,000	Milking Parlor Construction
1 Projects	\$150,000	\$0	\$50,000	\$150,000	

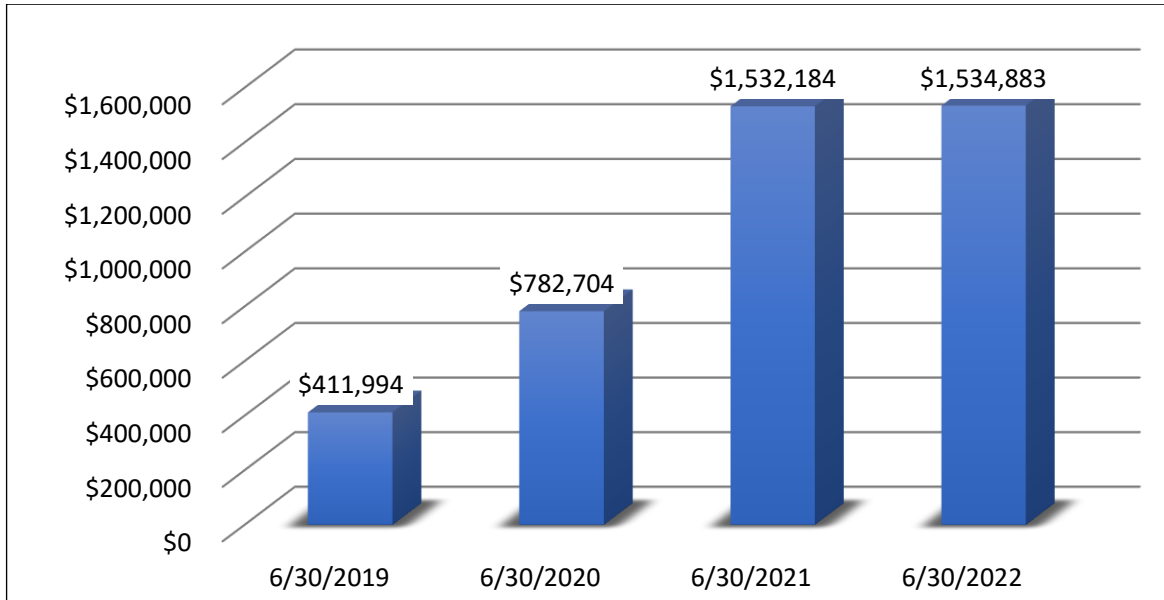
*Project Costs and Equity are per the borrower's application.

Transactions Pending and Committed:

Location	Project Costs*	Bank	Equity*	DIF	Project Type
Monmouth	\$250,000	\$52,500	\$10,000	\$187,500	Renovations
1 Projects	\$250,000	\$52,500	\$10,000	\$187,500	

*Project Costs and Equity are per the borrower's application.

DAIRY IMPROVEMENT FUND PRINCIPAL BALANCES



FINANCIAL STATEMENTS FOR THE FISCAL YEAR ENDING 6/30/22

Balance Sheet

	FY21	FY22
	June 30, 2021	June 30, 2022
<u>ASSETS</u>		
Investments - Market Value	\$0	\$0
Investments - State Treasury Cash Pool	\$911,588	\$1,372,802
Accounts Receivable	\$0	\$0
Accrued Interest - Direct Notes	\$0	\$0
Notes Receivable	<u>\$1,532,184</u>	<u>\$1,534,883</u>
Total Assets	\$2,443,772	\$2,907,685
<u>Liabilities</u>		
Accounts Payable	\$10	\$10
Loan Funds Disbursed	\$1,532,184	\$1,534,883
Unrecoverable Loan Principal	\$0	\$0
Unearned Service Fees	\$0	\$0
Undisbursed Loan Funds	\$911,578	\$1,372,802
Undisbursed Investment Income	\$0	\$0
Undisbursed Market Value Adjustment	\$0	\$0
Undisbursed Note Interest	<u>\$0</u>	<u>\$0</u>
Total Liabilities & Fund Balance	\$2,443,772	\$2,907,685

Statement of Revenues and Expenses

	June 30, 2021	June 30, 2022
<u>Revenue</u>		
Origination Fees	\$6,370	\$0
Investment Income	\$6,114	\$4,041
Loan Interest Income	\$12,006	\$13,523
Other Income	\$221	\$635
Funds received by State of Maine	<u>\$146,856</u>	<u>\$483,678</u>
Total Revenue	\$171,567	\$501,877
<u>Expenses</u>		
Misc. Expense	\$0	\$0
Insurance Expense	\$0	\$0
Advertising	\$0	\$0
Postage	\$0	\$0
Printing	\$0	\$0
Conferences/Meetings	\$0	\$0
Contributions, Membership Expenses	\$0	\$0
Professional Fees	\$44,812	\$37,912
Travel	\$0	\$0
Telephone	\$56	\$0
Legal	<u>(\$85.74)</u>	<u>\$42</u>
Total Expenses	\$44,782	\$37,954
Net Income	\$126,785	\$463,923

COMMITTEES

Credit Review Committee: Reviews Project Financial Feasibility

Brian Flewelling

KeyBank National Association,
Presque Isle

Chad Place

Camden National Bank, Camden

Greg Fuller

Machias Savings Bank, Bangor

Sean Cameron

Bangor Savings Bank, Rumford

Scott Peasley

Machias Savings Bank, Machias

Lucia A. Brown

Farm Service Agency, Bangor

Eligibility Committee: Reviews Project Eligibility

Lucia Brown

USDA Farm Services

Brian Flewelling

KeyBank National Association

Gary Anderson

University of Maine Cooperative
Extension, Emeritus

Tom Foster

Farm Family Insurance

PARTICIPATING LENDERS

Farm Credit East, ACA

Coastal Enterprises, Inc. (CEI)

STAFF

Department of Agriculture, Conservation and Forestry

State House Station 28

Augusta, Maine 04333-0028

(207) 287-3871

Amanda E. Beal, Commissioner

Randy Charette, Deputy Commissioner

Nancy McBrady, Deputy Commissioner

Craig Lapine, Director, Bureau of Agriculture, Food, and Rural Resources

Michelle Webb, Director, Agricultural Resource Development

Lucas Knowles, Agricultural Promotional Coordinator

ADMINISTRATIVE CONTRACTOR

Finance Authority of Maine

5 Community Drive, P. O. Box 949

Augusta, Maine 04332-0949

(207) 623-3263

Carlos R. Mello

Chief Executive Officer

Jennifer Cummings

Director Business Programs

Scott Weber

Senior Credit Officer

Jeff Murch

Credit Analyst

Ellen Curtiss

Credit Analyst

Roxanne Broughton

Commercial Loan Officer

Matthew Lindquist

Commercial Loan Officer

Kim Getchell

Commercial Loan Officer

Karen Kunesh

Workout Officer

Kathy Clary

Commercial Loan Assistant

Michelle MacKenzie

Commercial Loan Assistant

Laurie Garrison

Commercial Loan Assistant

Abel Auclair

Commercial Loan Assistant