

# LOCAL PRODUCER LOAN PROGRAM



Whole Foods Market is committed to supporting our local suppliers. In addition to featuring local products in our stores, we created the Local Producer Loan Program (LPLP) to provide fixed, low-interest loans to farmers, food artisans, and emerging entrepreneurs in our local communities. We are proud to support small producers through the LPLP program to help expand their businesses and deepen our commitment to local.

## Program Requirements

Please thoroughly read through the list of requirements below. If you meet these criteria, please discuss with your WFM home region, then proceed to the registration & application process.

- Existing vendor relationship with Whole Foods Market and in good standing
- Sponsorship of loan application from WFM Regional or Global merchant teams
- Must meet Whole Foods Market's Quality Standards and Animal Welfare Standards (if meat, egg, or dairy producer)
- Signed WFM Supplier Agreement in place
- Viable business plan and adequate cash flow to service debt
- Funds should be used for working capital or expansion (e.g. new equipment/infrastructure, expand crops), not operating expenses
- Monthly payments, collateral, and personal guarantee required
- Due to liquor laws, we are unable to offer loans to producers of alcoholic beverages
- A Loan Origination fee of \$185 will be applied to all approved loans
- No penalty for early repayment
- Targeted loan amounts between \$10,000 and \$100,000

## Registration & Application Process

After confirming that you meet the requirements above and have support from your WFM home region, we invite you to apply for the LPLP program. We accept applications on a rolling basis throughout the year. Approval and terms are dependent on, but not limited to, product category, attributes, risk assessment, category strategy, and use of proceeds. Applicants must also provide current & historical financial statements, company structure documents, COI, and detailed plans on fund use, among other requirements, as necessary.