



LOCAL PRODUCER LOAN PROGRAM™

APPLICATION FORM

Please note that in order for your application to be processed:

- signatures are required on pages 2, 3, and 7
- all sections must be completed

Thank you for your interest in Whole Foods Market's Local Producer Loan Program! Please send this completed and signed application to your regional office, Attn: Local Producer Loan Program. A list of regional offices is available at www.wholefoodsmarket.com/company/regional.html.

Please type or print legibly, limiting your responses to the space on this form.

After you have submitted your application, a Whole Foods Market representative will contact you regarding any additional documents or information needed. Please be prepared to submit supplementary materials including recent tax returns (business and personal), company financial statements, a list of personal assets and liabilities, and a business plan.

SECTION A: CONTACT INFORMATION

Applicant

1. Exact full legal name of business, partnership, corporation, or company: _____
2. DBA: _____
3. Federal Tax ID / Employer Number / Company Number or equivalent: _____
4. Whole Foods Market Vendor ID: _____
5. Physical street address: _____
City: _____ State/Province/County: _____
ZIP/Postal Code: _____ Country: _____
6. Mailing address (if different): _____
City: _____ State/Province/County: _____
ZIP/Postal Code: _____ Country: _____
7. Business Phone: _____ Business Fax: _____
Email address of primary contact: _____
Website: _____
Twitter name: _____ Does the company have a Facebook page? Y / N
8. Type of entity (ex. LLC, corporation, etc.): _____ State/Province/County: _____

9. Do any owners, partners, shareholders, board members, or family members work for Whole Foods Market, its affiliates, subsidiaries, or vendors, including as advisors and board members? Y / N

If yes, Name: _____

Relationship to WFM: _____ Relationship to applicant: _____

Note: Failure to disclose this information will result in automatic rejection of the loan application.

10. Owners, Partners, or Shareholders (Attach a Separate Sheet if Needed)

Name	% Ownership	Home Address	City, State/Province	Zip/Postal Code	Married? If so, spouse's name

Please note that your application cannot be processed without full addresses and signatures.

The following must be guarantors: Primary individual owner, primary individual owner's spouse, and all individuals owning 33% or more of the company, as well as their spouses

We collect and maintain the personal and business information you provide in this application, in the documents outlined on the Local Producer Loan Program Required Documents list, and through any background, credit, or reference checks for the purposes of evaluating this application and, if approved, to administer the loan. This may occur during the term of the loan/guarantee and for a reasonable period thereafter. The information may be provided to other companies in the Whole Foods Market affiliate group and third party service providers. We may need to disclose your information to third parties to verify its accuracy and to collect additional information about you from references. All data will be maintained by Whole Foods Market Services, Inc., in the United States. Your personal information will be maintained on a confidential basis and will only be disclosed as outlined above, and as permitted or required by law. You are entitled to access your personal information during our business hours and you can ask that your personal information be updated to rectify any inaccurate information.

Guarantor (Primary individual owner must be one guarantor)

11. Full Name: _____ Married: Y / N

12. Home Address: _____

City: _____ State/Province/County: _____

ZIP/Postal Code: _____ Country: _____ Home Phone: _____

I authorize Whole Foods Market Services, Inc., and any of its affiliates to conduct any background, credit or reference checks on me personally and on the company referred herein that it deems appropriate for judging my suitability to receive a loan from Whole Foods Market and to accordingly provide third parties with all information necessary to accomplish such checks. I understand that reference checks will be conducted and information I provide will be verified using any source deemed appropriate, and I authorize, without reservation, any individual, corporation or other private or public entity to provide Whole Foods Market and its representatives all relevant information about me. I unconditionally release and hold harmless Whole Foods Market Services, Inc., and any of its affiliates, any individual, corporation or private or public entity from any and all causes of action that I have or may have in relation to the collection or provision of information pursuant to this authorization.

Signature

Date

Guarantor (Primary individual owner's spouse must be one guarantor)

13. Full Name: _____ Married: Y / N

14. Home Address: _____

City: _____ State/Province/County: _____

ZIP/Postal Code: _____ Country: _____ Home Phone: _____

I authorize Whole Foods Market Services, Inc., and any of its affiliates to conduct any background, credit or reference checks on me personally and on the company referred herein that it deems appropriate for judging my suitability to receive a loan from Whole Foods Market and to accordingly provide third parties with all information necessary to accomplish such checks. I understand that reference checks will be conducted and information I provide will be verified using any source deemed appropriate, and I authorize, without reservation, any individual, corporation or other private or public entity to provide Whole Foods Market and its representatives all relevant information about me. I unconditionally release and hold harmless Whole Foods Market Services, Inc., and any of its affiliates, any individual, corporation or private or public entity from any and all causes of action that I have or may have in relation to the collection or provision of information pursuant to this authorization.

Signature

Date

Guarantor (All individuals owning 33% or more of the company must be guarantors)

15. Full Name: _____ Married: Y / N

16. Home Address: _____

City: _____ State/Province/County: _____

ZIP/Postal Code: _____ Country: _____ Home Phone: _____

I authorize Whole Foods Market Services, Inc., and any of its affiliates to conduct any background, credit or reference checks on me personally and on the company referred herein that it deems appropriate for judging my suitability to receive a loan from Whole Foods Market and to accordingly provide third parties with all information necessary to accomplish such checks. I understand that reference checks will be conducted and information I provide will be verified using any source deemed appropriate, and I authorize, without reservation, any individual, corporation or other private or public entity to provide Whole Foods Market and its representatives all relevant information about me. I unconditionally release and hold harmless Whole Foods Market Services, Inc., and any of its affiliates, any individual, corporation or private or public entity from any and all causes of action that I have or may have in relation to the collection or provision of information pursuant to this authorization.

Signature

Date

Applicant's Bank

17. Bank Name: _____

18. Bank Address: _____

19. Loan Officer: _____ Phone: _____

Two Credit References

20. Name/Company: _____
Street address: _____ City: _____
State/Province: _____ ZIP/Postal Code: _____ Phone: _____
Relationship: _____
21. Name/Company: _____
Street address: _____ City: _____
State/Province: _____ ZIP/Postal Code: _____ Phone: _____
Relationship: _____
22. Have you ever had debt in mediation or filed a bankruptcy petition? Y/N. If Y, year: _____
Please explain: _____

SECTION B: CURRENT PRODUCTION

1. Please give a brief history/description of your company. What is unique about your story?

2. Are you a (*please circle*): full-time/part-time farmer/rancher/producer landowner/lessor
3. What is/are your primary product(s)? _____
4. Is your product organic? Y / N. If yes, by whom is it certified? _____
5. If your product involves livestock, please describe your animal welfare standards.

6. What month/year was the business started? _____
7. Most recent annual revenue: _____ Previous year's revenue: _____
8. How many employees do you have? _____
9. To approx. how many customers do you sell currently? _____

10. Approx. what percentage of your revenue does your largest customer represent? _____ %
 Your 2nd largest customer? _____ % Your 3rd largest? _____ %
11. Are you a member of a cooperative? Y / N. If yes, name: _____
12. Do you use a distributor? Y / N If yes, name: _____
13. Total acreage worked: _____ Estimated acreage to be improved by project: _____
14. If applicable, for how long have you been a vendor to Whole Foods Market (WFM)? _____
 WFM product category: _____ No. annual units sold to WFM? _____
 Approx. what percentage of your revenue does WFM represent? _____ %
 Approx. annual value (amount paid to you by WFM)? _____
15. Name of main WFM contact: _____ Years/months known: _____
 To how many WFM locations do you sell? _____ stores / regions (*circle*) If fewer than 5, please list:

16. What is the nearest WFM store or distribution center to your location?
 _____ Approximate drive time _____ hours
17. Is there anything else about your product/company we should consider?

SECTION C: LOAN INFORMATION

1. Why are you interested in the WFM Local Producer Loan Program versus using a traditional lender or participating in a government-sponsored financial assistance program?

2. Total Project Cost: _____ Currency used (circle): US\$ / CA\$ / GBP£
 Loan amount requested (**maximum 80% of Total Project Cost**): _____
 Preferred length of loan: _____ years
 What will be the source of funds for the remainder of the Total Project Cost?

3. Have you applied for or received any USDA or other governmental grants for proposed projects?
 Amount: _____ Other funding: _____ Amount: _____
4. Have you applied for a similar loan elsewhere? What was the result?

5. Estimated value of land to be improved (*if applicable*):
 Before improvements: _____ After improvements: _____

6. Proposed security for loan: __Equipment __Livestock __Other

Please explain: _____

Note: In the U.S. and Canada, Whole Foods Market does not take real estate as security.

7. In the space below, describe how the funds will be used (note: all loans are project-based).

8. What specific equipment/service will be purchased with LPLP funds? Include approx. costs.

Item: _____ Price: _____

Item: _____ Price: _____

Item: _____ Price: _____

Item: _____ Price: _____

9. Please describe the location of the project(s) and acreage affected.

10. Please list additional costs expected.

11. Please quantify the expected return from this investment (i.e. why you chose this project).

12. Do you currently have (*please circle*):

- Worker's Compensation or Employer's Liability insurance? Y / N

- Commercial General Liability Insurance? Y / N

- Automobile Liability Insurance? Y / N

- Umbrella or Excess Liability Insurance? Y / N Amount: _____

13. Please list any certifications and food safety programs you have:

14. I commit as follows:

- (a) I will comply with all applicable laws, rules, and regulations;
- (b) All information provided to Whole Foods Market, in this loan application and in the related documents supplied by me, is true, accurate and complete, to the best of my knowledge;
- (c) I will allow continued monitoring and evaluation of the practices and management activities implemented on my property throughout the duration of the loan;
- (d) I will enter into a promissory note or its equivalent with a Whole Foods Market affiliate that includes, among other things, a provision enabling Whole Foods Market to offset all or a portion of my overdue loan payment against any funds Whole Foods Market may owe me for the purchase of my product/s;
- (e) I will enter into a Supplier Agreement with a Whole Foods Market affiliate;
- (f) I hereby represent to you that I am an agent of the company referenced herein, with full authority to conduct all business matters referenced herein;
- (g) I will grant a Whole Foods Market affiliate a first lien or security position on any asset listed in C.8 above to be financed under the Program;
- (h) I authorize and irrevocably grant to Whole Foods Market Services, Inc. and any of its affiliates and their licensees and agents the right to use, display and depict my name, likeness, business name and logo in connection with advertising and promotion throughout the world, in any media; I further consent to the disclosure of the Loan, including any and all details, by Whole Foods Market Service, Inc or any of its affiliates and their licensees and agents in connection with advertising and promotion throughout the world, in any media;
- (i) If approved for a loan under the Local Producer Loan Program, I agree to pay, in addition to the principal and interest due, the loan processing fee (US/Canada: US\$65, UK:£75) , which will be added to the loan amount to be repaid.
- (j) I agree to allow continued monitoring and evaluation of my personal and business credit, and to submit regular financial statements to Whole Foods Market on an annual basis or as requested.

Accepted and Agreed to this date: _____ .

Print Company name: _____ and Your name: _____

By: _____, on behalf of the Company and Individually
Signature and Company Title

Social Security / National Insurance Number: ____ - ____ - _____



LOCAL PRODUCER LOAN PROGRAM™ REQUIRED DOCUMENTS

If your application is considered for a loan, you will need to have the following documents available. A Whole Foods Market representative will contact you should they be needed – please do not submit them until requested to do so as they will not be accepted. Early submission will not increase your chance of receiving a loan and may necessitate the submission of updated documents at a later date.

Please note that Whole Foods Market may adjust the amount of financing offered based on our financial analysis and that we reserve the right to refuse financing or to offer an amount lower than that requested on your application.

In keeping with our concern for the environment, we require that all documentation be submitted electronically. Please let your Whole Foods Market representative know if this will cause you unreasonable difficulty.

Please keep this sheet for your records and future reference.

<u>Document</u>
Most recent individual tax return of primary owner/s
List of personal assets and liabilities of primary owner/s, including any debts upon which you are co-signor or guarantor, as well as list of additional income sources for primary owner/s
Most recent company or partnership tax return
Current balance sheet, income (profit & loss) statement & cash flow statement, with footnotes as necessary
Income (profit and loss) statement and cash flow statement for last calendar year
Description and market value of any proposed collateral (<i>Note: In the U.S. and Canada, Whole Foods Market does not take real estate as collateral</i>)
List of products sold by business, including UPC codes if available
Business plan, including brief history of business, ownership structure, key management resumes, product description, operational details, number of employees, competitive factors, projected financial performance, other key factors
Any other documents relevant to your loan application, including copies of certifications (e.g., organic), special use permits or licenses to operate business, proof of compliance with regulatory agencies, etc.
Copies of all purchase agreements/invoices/quotations from vendors of equipment and supplies being purchased with the Whole Foods Market loan funds

***Whole Foods Market reserves the right to request additional documents as needed.
Please note that your loan cannot be processed until we have all documents requested.***