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List of Potential Lenders for Fishermen

All of the lenders and programs listed below have either indicated an interest in lending to fishermen, or may be interested. If you reach out to them, be sure to mention that the Monterey Bay Fisheries Trust referred them to you.

American AgCredit

American AgCredit (AAC) is a banking company in the Farm Credit network of lenders, with a local branch in Salinas, CA. They have a valuable partner in their Farm Credit banking network in Northwest Farm Credit Services (NFCS) that does extensive fisheries lending in Washington and Oregon (see more information about NFCS below). NFCS could both advise AAC on, and be the primary lender to, fisheries businesses in the Monterey Bay region, with AAC as the local facilitator. NFCS currently lends for the following needs in fisheries: vessel purchase and construction, quota acquisition, permits, equipment purchases, refrigeration systems, and real estate.

Contact info:

Mark Scaroni, Business Lending: MScaroni@AgLoan.com
Services: Agricultural loans and banking
Website: <https://www.agloan.com/>
Loan range: TBD

California Coastal Rural Development

California Coast Rural Development, commonly referred to as Cal Coastal, is a CDFI based in Salinas, CA. They are a public benefit corporation servicing financial needs of small businesses by providing direct loans and loan guarantees to businesses located on California's Central Coast. Although they have some past history with fisheries lending, Cal Coastal's primary area of focus is on farms, properties, and real estate. They have several different types of lending programs that may be useful to fishing businesses: A Small Business Administration (SBA) micro loan program for loans up to \$50K; an SBA community advantage program for loans up to \$250K; and a Monterey County loan program for amounts from \$5-250K, which requires the creation or preservation of one job for each \$20K borrowed.

Interesting Note: To be qualified for an SBA loan through Cal Coastal, it is a requirement of the SBA that borrowers be unable to get credit at any other financial institutions.

Contact Info:

Jay Yambrovich, Commercial Loan Underwriter: jay_yambrovich@calcoastal.org
Services: Property and business loans
Website: <http://www.calcoastal.org/>
Loan range: \$5000 to \$250,000

California FarmLink

California FarmLink (CAFL) is a community development financial institution (CDFI) based in Aptos, CA. CAFL's mission is to link independent farmers and ranchers to the land and financing they need for a sustainable future. Their activities include lending and technical assistance for small farms in California. Brett Melone has acted as an Advisor to the Monterey Bay Fisheries Trust.

Contact Info:

Brett Melone, Director of Lending: brett@cafarmlink.org

Services: Loans and technical assistance

Website: <http://www.californiafarmlink.org/index.php>

Loan range: \$2,500 to \$650,000

Crowdfunding

Crowdfunding is the practice of funding a project or venture by raising small amounts of money from a large number of people, typically via the internet. There is a woman named Hillary Talbot, who is involved with Slow Money and is also interested in working with fishermen on WeFunder crowdfunding campaigns.

Contact info:

Hillary Talbot, (802) 999 3406, hillary@etretobe.com

Hillary's website: etretobe.com

WeFunder website: <https://wefunder.co>

Northern California Community Loan Fund – California Fisheries Fund

Northern California Community Loan Fund (NCCLF) is a CDFI based in San Francisco, CA. Their mission is to develop financially strong and culturally vibrant communities throughout Northern California with access to jobs, homes, health care, education, healthy food, and economic opportunities for all. In 2018, NCCLF took over administration of the California Fisheries Fund (CFF), an award-winning loan fund that lends to borrowers involved in the West Coast fishing industry. [Read the press release here.](#)

Contact info:

Ross Culverwell, Director of Lending: (415) 951-3006; rculverwell@ncclf.org

Services: Loans and consulting

Website: <https://www.ncclf.org/>

Loan range: \$50K to \$3MM

Northwest Farm Credit Services

NFCS (mentioned above under AAC) is a financial cooperative providing financing and related services to farmers, ranchers, agribusinesses, commercial fishermen, timber producers, rural homeowners and crop insurance customers. Northwest FCS is a member of the Farm Credit System and supports reliable, consistent credit and financial services. Fisheries Financing is flexible and supervised by staff with experience within the West Coast fisheries. They also have a Young, Beginning and Small grant program directed at small scale operators.

Contact info:

Jess Sarsfield, Relationship Manager, AVP: (360) 707-2463; Jess.Sarsfield@northwestfcs.com.

Northwest FSC Website: <https://www.northwestfcs.com/Services/fisheries-financing>

Fisheries Team Tel: (206) 691 2000

Main Website: <https://www.northwestfcs.com>

Slow Money Central Coast

Slow Money is a local network of entrepreneurs, investors and donors who provide local food, fish and farm businesses with funding under fair terms between food entrepreneurs and the individuals or groups who wish to support them. Slow Money is committed to the sustainable growth of small local businesses which benefit the local food economy and the health of the Central Coast. Slow Money is also committed to supporting vibrant soils and oceans, a thriving local economy, a healthy population and a quality food system on the Central Coast.

Contact Info:

Susan Szasz sszasz@csumb.edu or Pamela Burns wildplumcafe@earthlink.net

Services: Loans, technical support, promotional support

Main Website: <https://slowmoney.org>

Loan range: \$5K to \$100K depending on the members