

AGRIBUSINESS

Advanced Business Planning

Tel: 1-888-479-3931

Web: <http://www.omafra.gov.on.ca/english/busdev/growfwdadvbusplan.htm>

Advanced Business Planning services are available on a cost-share basis to help meet the business planning needs specified in the Action Plan. You may work with an Advanced Planning Consultant to focus on business management goals such as succession, marketing, diversification, expansion and/or feasibility plans.

Eligible farm businesses may receive cost-share funding for up to 50 per cent to a maximum of \$8,000 per plan. Three separate plans may be completed to a maximum of \$20,000.

Eligible costs are items that support the advanced business planning needs specified in the Action Plan.

New Farmers may access - Advanced Business Planning
Cost-share is 75 per cent to a maximum of \$20,000. Up to three separate projects may be completed with a maximum cost per project of \$12,000.

Agricultural Flexibility Fund (AgriFlexibility)

Tel: 1-877-290-2188

Web: www4.agr.gc.ca/AAFC-AAC/display-afficher.do?id=1247082294164&lang=eng

From 2009 to 2014, AgriFlexibility offers a \$500 million fund which will be available to help promote the development of new initiatives both federally and in partnership with provinces, territories and industry. The fund is designed to promote the agricultural sector's competitiveness through: reduction of production costs, improvement of environmental sustainability, and the promotion of innovation. Eligible projects must demonstrate the following criteria:

A collaborative approach

Benefits across the value chain

Promotion of private sector involvement

Reduce the costs of production for producers and processors

Demonstrate economic viability and longer-term self-sufficiency

Promote regional needs within the agricultural sector

AgriFlexibility has been designed to provide initiatives with the following financing:

One-time investments for a specific purpose, or

Multi-year initiatives, delivered and administered similar to a stand-alone program

Both approaches may be funded by one of three methods:

1. Solely federally funded; cost-shared at a 60:40 ratio with participating provinces or territories

2. Cost-shared with sector groups, either in partnership with the federal government
3. Jointly with the federal government and one or more provinces or territories on a 60:40 basis

Agricultural Skills Development

Tel:1-888-479-3931

Web: <http://www.omafra.gov.on.ca/english/busdev/growfwdfagskillsdev.htm>

Farm businesses that identify the need in their Action Plan, will be able to access cost-share funding to take farm-related training and skills development intended to support greater farm business viability.

Eligible farm businesses may receive cost-share funding up to 50 per cent to a maximum of \$3,000 for farm related training.

Eligible farm businesses may receive cost share funding up to 50 per cent to a maximum of \$3,000 for training related to leadership and governance.

Eligible costs include:

Tuition
Textbooks
Travel expenses
New Farmers

Cost-share is now 75 per cent to a maximum of \$4,500 for formal training and customized one-on-one training.

Leadership and governance is a new opportunity under skills development. Cost-share is 75 per cent to a maximum of \$4,500.

Total funding available under Agriculture Skills Development is \$9,000.

Business Development Implementation

Tel: 1-888-479-3931

Web: <http://www.omafra.gov.on.ca/english/busdev/growfwdbusplanimp.htm>

To help implement elements of an Advanced Business Plan, a farm business may receive cost-share funding assistance for one-time non-capital costs.

Eligible farm businesses may receive cost-share funding for up to 50 per cent to a maximum of \$3000.

New Farmers

Business Pan Implementation

Cost-share is 75 per cent to a maximum of \$4,500. For business costs related to Advanced Business Plans

Eligible costs may include one-time soft (non-capital) costs of implementing:

Specialized contracts
Business agreements
Legal documentation
Licensing agreements
Trademarks and/or patent registration
Certification.

A list of eligible items can be found at www.ontario.ca/agbusiness.ca.

Canadian Agricultural Adaptation Program (CAAP)

Tel:1-877-290-2188

Web: www4.agr.gc.ca/AAFC-AAC/display-afficher.do?id=1182366508375&lang=eng

Between 2009 and 2014, the CAAP will assist projects in the agriculture, agri-food, and agri-based products sector to engage in projects at the national, regional, and multi-regional levels. It is a \$163 million program with a focus on engaging in sector opportunities and emerging trends. Eligible projects must demonstrate the ability to seize opportunities to respond to new and emerging issues within the agriculture, agri-food, and agri-based products sectors.

Canadian Agricultural Loans Act (CALA)

Tel:1-888-346-2511

Web: www.agr.gc.ca/cala

The Canadian Agricultural Loans Act (CALA) program is a financial loan guarantee program that gives farmers easier access to credit. Farmers can use these loans to establish, improve, and develop farms; while Agricultural co-operatives may also access loans to process, distribute, or market the products of farming.

The CALA program builds on and replaces the previous Farm Improvement and Marketing Co-operative Loans Act (FIMCLA) program, which has helped farming operations grow their businesses by guaranteeing loans issued through financial institutions since 1988.

Through the CALA, the Government of Canada is supporting the renewal of the agricultural sector and enabling co-operatives to better seize market opportunities.

Program Highlights:

Farmers eligible for a CALA loan guarantee include:

Existing farmers

Beginning/start-up farmers (i.e. less than six years of farming)

Farmers taking over the family farm

Agricultural co-operatives with a majority (50% + 1) farmer membership

The maximum loan is:

\$500,000 for land and the construction or improvement of buildings.
\$350,000 for all other loan purposes.
The aggregate loan limit for any one farmer is \$500,000.
\$3 million for agricultural co-operatives with the Minister's approval.

Canada-Ontario Farm Stewardship Program (COFSP)

Tel: 1-800-265-9751
Web: www.ontariosoilcrop.org

Applications for the Canada-Ontario Farm Stewardship Program EFP will be available on September 15, 2011 at the Ramada Inn, Wellington Road South, London from 8 am to 8 pm. This program is first come, first served.

Applicants are encouraged to review the Canada-Ontario Farm Stewardship Program's Project Eligibility Policy and Procedures document before submitting their completed 2012 Project Proposal Application form to the OSCIA.

Please note that producers must have each of the following (as applicable) before submitting a Project Proposal Application for COFSP:

Producers with livestock or poultry as their primary commodity must have a Premises Identification (PID) Number for the property where the proposed project will be located, before applying for cost-share. This is a new requirement for the program. Contact OnTrace for an application form at www.ontraceagrifood.com or by calling toll-free 1-888-388-7223. You will be provided a PID Number certificate to verify enrollment. Applicants must possess a current Farm Business Registration Number (FBRN) or equivalent.

A Third Edition EFP deemed appropriate through peer review.

Consult the OSCIA web site regularly for updates at www.ontariosoilcrop.org or speak to your local OSCIA Program Representative, or contact the OSCIA Guelph office at 1-800-265-9751.

Farm Credit Canada

Tel: 519-681-6712
Web: <http://www.fccfinancing.ca/en/index.asp>

With a \$19.7-billion portfolio, FCC finances processors, wholesalers, input providers, equipment manufacturers and dealers: businesses that enhance Canadian agribusiness and agri-food. They offer term and cash flow financing and venture capital.

Farm Financial Assessment

Tel: 1-888-479-3931
Web: <http://www.omafra.gov.on.ca/english/busdev/growfwdffa.htm>

Based on the Action Plan, you may decide to access a professional Farm Financial Advisor who will review the farm business' past financial performance, analyze the

current business situation, discuss objectives, and help to identify options to meet farm business profitability goals.

The program covers up to \$2400 of eligible costs to hire an Advisor to complete an Assessment. The participant pays \$100.

A Farm Financial Assessment includes:

A review of past financial performance,
An analysis of the current farm business situation,
A ratio analysis and assessment of liquidity, profitability, solvency, repayment capacity
The identification of options to meet the farm business profitability goals.
Eligible costs include reasonable expenses to perform the assessment.

Farm Financial Assessments do not include personal income tax preparation.

Food & Beverage Processing Business Information Bundle (BIB)

Tel: 1-877-424-1300

Web: <http://www.omafra.gov.on.ca/english/food/industry/BIB/welcome.htm>

If you belong to — or plan to join — Ontario's dynamic and growing food and beverage processing industry, you've come to the right place.

OMAFRA's Business Development Branch created this Food and Beverage Processing BIB to serve as your gateway to the knowledge, connections and resources that will help your enterprise prosper.

Together, we can build a thriving, innovative food and beverage processing sector in Ontario.

Bookmark this site and plan to visit often!

New Farms Incubator Program

Web: <http://www.farmstart.ca/new-farms-incubator-program-application-process/>

FarmStart is accepting new applications for the New Farms Incubator Program on an on-going basis. While inquiries are welcome year-round, the deadline to apply for the 2011 program is December 31, 2010.

There are two applications available. The first one is the Test Cropper Application. The second one is the Start-Up Farmer Proposal.

The New Farms Incubator Program is aimed at anyone who is ready to start a viable, locally oriented, ecological farm or farm related enterprise. This could include: those from non-farm backgrounds who have developed relevant knowledge and practical agriculture experience; those from conventional farms who wish to farm ecologically and do not have access to land and /or capital; new to Canada immigrants with agricultural

experience; and those with innovative and ecological farm related enterprise ideas (i.e. relating to farm inputs and /or processing, etc.).

OMAFRA – Rural Economic Development (RED) Program

Tel: 1-888-588-4111

Web: www.omafra.gov.on.ca/english/index.html

The RED Program offers individuals, businesses, community organizations (including not-for-profit) and municipalities the ability to engage in community development initiatives that are intended to assist rural communities across Ontario with promoting economic growth and community development. The program provides a set of tools focused on three priority areas: community (downtown) revitalization, improved access to health-care services, and skills training and enhancement. Projects are cost-shared, with the provincial government investing up to 50% of the project's eligible cost in most cases and up to 90% of the eligible project costs, under special circumstances.

The Ontario Ministry of Agriculture, Food and Rural Affairs is no longer accepting applications for the 2011/12 fiscal year to the Rural Economic Development (RED) Program as the fund is now fully subscribed.

There has been a strong demand for the Rural Economic Development (RED) Program, reflecting the benefits of this initiative for the food and agriculture sectors, rural economies and Ontario families.

If you have questions about the RED program, or would like to inquire about the status of a current application, or would like information on applying to the program for next year, please contact us at 1-888-588-4111 or email red.omafra@ontario.ca for more information.

Risk Management Program for Ontario Farmers

Tel: 1-888-424-1300

Web: www.omafra.gov.on.ca/english/about/rmpindex.html

Risk management programs help Ontario farmers deal with risks that are beyond their control.

The provincial government is providing risk management programs for the cattle, grains and oilseeds, hog, sheep and veal sectors. The Province is also providing a self-directed risk management program for the edible horticulture sector.

Commodity organizations developed their own proposals – proposals that are supported by their members because they meet the needs of their members.

Ontario will fund the risk management programs at the full amount of its traditional 40 per cent share. These programs join Production Insurance and AgriStability as one more component of an effective risk management package.

Agricorp will administer the programs on behalf of the Ministry of Agriculture, Food and Rural Affairs.