

## PROGRAMS AND SERVICES FOR NEW ENTRANTS TO AGRICULTURE

The governments of Canada and B.C. as well as local organizations and institutions provide new entrant farmers in B.C. with various business planning, financing, and skill development opportunities to support their entry and success in the agriculture industry.

### BUSINESS, PLANNING AND LAND ACCESS RESOURCES

- **B.C. Agri-Business Planning Program** is supported through the Canadian Agricultural Partnership and offers two distinct streams of support for agri-businesses. Eligible applicants can access funds for business planning services from a Qualified Business Consultant. <https://www2.gov.bc.ca/gov/content/industry/agriculture-seafood/programs/agri-business-planning-program>
- **B.C. Agricultural Council** has links and information for different industry associations. BCAC also offers information about the Environmental Farm Plan Program, Climate Action Initiative, industry events and instructions on how to get a Farmer ID card. <https://bcac.ca/>
- **B.C. Good Agricultural Practices Guides** provides a whole-farm approach covering all aspects of food safety of crop and livestock production. <https://www2.gov.bc.ca/gov/content/industry/agriculture-seafood/food-safety/good-agricultural-practices>
- **B.C. Land Matching Program** provides land matching and business support services to new farmers looking for land to farm as well as landowners interested in finding someone to farm their land. <https://www2.gov.bc.ca/gov/content/industry/agriculture-seafood/programs/land-matching>
- **Enterprise budgets** provide information on production costs and returns to quickly evaluate a farm business. KPU's Institute for Sustainable Food Systems has designed a number of them specific to small-scale operations that sell primarily through direct sales channels. <https://www2.gov.bc.ca/gov/content/industry/agriculture-seafood/business-market-development/agrifood-business-management/running-a-farm-business/enterprise-budgets>
- **Farm Management Canada** provides business management information, webinars, tools, and resources to position Canada's farmers for success <https://fmc-gac.com>
- **Growing Your Farm Enterprise** is a supplemental guide that has tips on how to grow a farm business once established. <https://www2.gov.bc.ca/assets/gov/farming-natural-resources-and-industry/agriculture-and-seafood/farm-management/farm-business-management/growingyourfarm.pdf>
- **New Farm Start-up Guide** assists prospective or new farmers in planning their farm, identifying market opportunities, determining the best products to sell, creating a farm enterprise plan, and establishing a profitable farm operation. [https://www2.gov.bc.ca/assets/gov/farming-natural-resources-and-industry/agriculture-and-seafood/farm-management/farm-business-management/new\\_farm\\_start-up\\_guide\\_2017.pdf](https://www2.gov.bc.ca/assets/gov/farming-natural-resources-and-industry/agriculture-and-seafood/farm-management/farm-business-management/new_farm_start-up_guide_2017.pdf)
- **Taking Stock Self-Assessment for Beginning Farmers**—helps new farmers identify strengths and weaknesses in their management skills and will guide them through how to set and prioritize goals to operate a successful farm business. [https://www2.gov.bc.ca/assets/gov/farming-natural-resources-and-industry/agriculture-and-seafood/farm-management/farm-business-management/taking\\_stock\\_for\\_the\\_beginning\\_farmer.pdf](https://www2.gov.bc.ca/assets/gov/farming-natural-resources-and-industry/agriculture-and-seafood/farm-management/farm-business-management/taking_stock_for_the_beginning_farmer.pdf)
- **Young Agrarians Business Mentorship Program** offers one-on-one business mentorship support to new farmers. Their business webpage also offers a number of links to farm business tools that have been recommended by farmers. <http://youngagrarians.org/tools/business/>

- **Local Community Futures** offices may also provide business consultation services and financing options. Call your regional office for more information. <https://www.communityfutures.ca/>
- Agriculture Management Institute's (AMI) tool "**Making a case for growing new crops**" is an online calculator that takes into consideration input costs, yield measurements (bushels, cwt, kg, etc.), budget plans and expected yields to provide producers with a baseline plan of what producing the crop will cost. <http://takeanewapproach.ca/growingnewcrops/#!/>.

## FINANCIAL SERVICES

- The Federal Crown corporation **Farm Credit Canada** and other diversified financial services providers such as the **Bank of Montreal, Scotia Bank, Royal Bank** and **Vancity** have various loan products in place to assist New Entrants.
- **Agriculture and Agri-Food Canada** offers a number of programs and services that provide support to Canadian businesses. <http://www.agr.gc.ca/eng/programs-and-services/?id=1362151577626>

Programs of potential interest include:

- **Canadian Agriculture Loans Act** is a program designed to help increase the availability of loans to farmers and agricultural co-operatives. <http://www.agr.gc.ca/eng/?id=1288035482429>
- **Advances Payments Program (APP)** provides agricultural producers with easy access to low-interest cash advances. Call their offices to inquire about adding products to the rates list. <http://www.agr.gc.ca/eng/programs-and-services/advance-payments-program/?id=1462198969862>
- **Youth Employment and Skills Program** provides a wage subsidy to employers who hire youth for agricultural jobs. The program offers support for 50% of wages to a maximum of \$14,000. <https://www.agr.gc.ca/eng/agricultural-programs-and-services/youth-employment-and-skills-program/?id=1557778999519>

## NETWORKS

- **BC Young Farmers** is a committee under the BC Agriculture Council whose members range from 19-40 years old, with small to large operations from commodities including beef cattle, berries, dairy, field vegetables, flowers, grains, greenhouses, hay, nurseries, pork, poultry, eggs and more. <http://www.bcyf.ca/>
- **Young Agrarians** is a network for new and young ecological and organic farmers. They administer the B.C. Land Matching Program, business mentorship program as well as offer many workshops and farmer mixers across the province. <https://youngagrarians.org/about/>
- **Canadian Association of Farm Advisors** helps family farm businesses solve their unique challenges. <https://www.cafanet.ca/advisor-listing/>
- **Kootenay Boundary Farm Advisors** provides free technical, advisory support to agricultural producers in the Kootenay regions. They also run field day events and organize workshops for farmers to learn and share ideas. <https://www.kbfa.ca/>
- **BC Institute of Agrologists** have over 1,300 practicing Agrologists, who are professionals in areas including agriculture, food production, environment and resource management. Find an Agrologist at <https://www.bcia.com/about-bcia/find-an-agrologist>
- **BC Farmers Institutes** offer workshops, farm tours, professional development opportunities, farmers markets and social events to benefit farmers, farms, other agricultural stakeholders, and the local community. Connect with your local Farmers' Institute for more information