Qualified Business Consultant Training

B.C. Agri-Business Planning Program

B.C. Indigenous Agriculture Development Program

May 2019
Program Overview:
B.C. Agri-Business Planning Program
Best Business Management Practices
Of Leading Producers and Processors

1) Continually learn and develop skills
2) Seek the help of business advisors/consultants
3) Understand their market
   ✓ They know what their buyers want and are willing to pay for
   ✓ Use technology as a tool to achieve higher performance and search for innovative ways to adapt to market opportunities and increase profitability
4) Make business decisions using accurate financial data
   ✓ Know and monitor their cost of production
   ✓ Use a budget and financial plan to monitor financial position and options
5) Assess risks and have a plan to manage and mitigate risk
6) Have a written business plan, follow it, review it annually
Agri-Business Planning Program

Support through two distinct streams:

• **Specialized business planning** to enable producers and processors to make more informed decisions and strengthen their business

• **Disaster recovery planning** to help producers implement an immediate and long-term disaster recovery plan

Both streams are open to **Individual** and **Group Applications**

• **Eligible individual applicants** include sole proprietors, partnerships, corporations or other associations of persons, including cooperatives.

• **Group application** are by groups of up to 6 eligible individual, non-related applicants (who may be applying on behalf of a larger group).
  – Intent of B.C. Agri-Business Planning Program group applications is to support business planning between different, independent producers or processors towards a common goal.
Agri-Business Planning Program

Eligible applicants can access

- Up to $5,000 for individuals; and
- Up to $30,000 for groups for business planning services from a Qualified Business Consultant
  - Funding is based on number of individuals participating in a group application (2 applicants = up to $10k max; 4 = up to $20k max; 6 = up to $30k max)

Annual maximum funding contribution of $10,000 per fiscal year (April to March) for:

- Eligible individual applicants (proprietor, partner, shareholder, corporation or cooperative); or
- Eligible applicants with common partners or shareholders.
Agri-Business Planning Program: Specialized business planning

Applicants, with support from Consultant, select a business planning area(s):

1) Business structures
2) Production economics
3) Business Strategy
4) Financial Analysis
5) Value Added Ventures
6) Risk Assessment and Mitigation
7) Human Resources
8) Succession and Transition Planning

Specific guidelines and minimum deliverables for each area are found in the **Program Guide**
Agri-Business Planning Program

Business Structures Business Area Example

Eligible Activity: Identification and evaluation of potential business structures

Key question: How can I achieve my ideal legal structure for my farm business?

Minimum Deliverables

• Facilitate a meeting with family, shareholders, partners or key business individuals
• Review of all available business structures
• Prepare a detailed analysis of suitable or relevant structures for the business
• Identify reporting and other requirements (e.g. Annual Reports)
• Outline liability issues
• Provide an overview of ownership issues
• Explain the issues/process surrounding the winding up of the preferred structure

Non-Eligible Activities

• Legal, accounting and other costs associated with implementing the plan
• Legal agreements between any stakeholders or separate businesses
• Tax preparation
• Acquiring capital assets
AgriBusiness Planning: Eligibility

All applicants must need the following criteria:

- Have **not received** support for **the same eligible activity(s) more than once** during CAP (Oct 1, 2018 to Mar 31, 2023).
- Are **actively engaged in the farming or processing** entity and are a **B.C. resident**
- Reported total **annual gross revenues greater than $30,000/year** in the previous year to Canada Revenue Agency.
- A **food processor** selling or marketing a product processed in B.C., OR
- A **primary agriculture producer** producing agricultural products that are 100% grown or raised in B.C;
  - Where the land where your agricultural products are produced is classified as a farm by the **B.C. Assessment Authority**
AgriBusiness Planning: Key Definitions

**Annual Gross Farm Income:** from sales of farm commodities including

1) Crop and livestock sales
2) Production insurance
3) Value-added farm products

**Does not include** income from custom work, riding lessons, boarding horses, land and facilities rent, aquaculture, raising of pets, agri-tourism income, sales of forestry products and some agro-forestry products, government program payments, or any other non-commodity income.

**Eligible B.C. Food Processor:** Processing food, beverages or agriculture products that are processed and packaged in B.C. with 51% or more of the direct cost of producing the product in its final form.
AgriBusiness Planning: Eligibility

Disaster Recovery Stream, you must have been an active farm entity and living in the area at the time of either:

• A B.C. Government evaluation alert or order has been declared due to a disaster since 2017, OR

• Where the Canada Food Inspection Agency (CFIA) or the B.C. Provincial Veterinarian has declared an incident whereby the B.C. Foreign Animal Disease Emergency Support Plan (BC FADES Plan) was activated since 2018, OR

• The Chief Veterinary Officer of BC has issued an emergency order under Section 59 of the BC Animal Health Act since 2018.

Disaster recovery application of $100 is waived.
Questions?

Contact us:

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Thank you!