



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:

Ministry of Agriculture AgriService BC

Telephone: 1-888-221-7141

E-mail: AgriServiceBC@gov.bc.ca

Website: www.gov.bc.ca/agriservicebc

AgriBusiness Planning

Trish Laugharne (Program Manager)

Telephone: 250 356-2795

E-mail: Trish.Laugharne@gov.bc.ca

Indigenous Agriculture Development Planning

Erica Nitchie (Program Manager)

Telephone: 250 260-4622

E-mail: Erica.Nitchie@gov.bc.ca

Thank you!