



# Qualified Business Consultant Training

B.C. Agri-Business Planning Program

B.C. Indigenous Agriculture Development  
Program

May 2019

# **Program Overview:**

## **B.C. Indigenous Agriculture Development Program**



# **Indigenous Agriculture Development Program**

**Supports Indigenous communities and organizations to identify and develop agriculture and agri-food opportunities**

The program is composed of two steps:

- **Agriculture Opportunities Assessment (Step 1)**
- **Financial and Business Planning (Step 2)**

# Indigenous Agriculture Development Program: Agriculture Opportunities Assessment (Step 1)

**Up to \$5,000 to complete a feasibility assessment of agriculture and agri-food development options and/or related business planning functions**

**Eligible activities include:** Situation analysis, goals/vision, analysis of options, review of regulatory requirements, risk assessment and mitigation, recommendations

# Indigenous Agriculture Development Program: Agriculture Opportunities Assessment (Step 1)

## Minimum Deliverables:\*

1. **Overview of project objectives and past related experience and work**
2. **Summary of current and future assets**
3. Capability, land conditions, market opportunities and risk assessment
4. Ranking and SWOT analysis of viable agricultural opportunity(s)
5. Draft estimates for infrastructure and start-up costs for potential enterprises
6. Commodity Cost/Return Projection Estimates for proposed business venture(s)
7. **Action Plan with recommendations, including concise next steps**
8. **Follow-up meeting with the applicant to confirm project met their needs**

\* Modified report formats are considered when justified in the application. For Step 1, items 1, 2, 7 and 8 are mandatory project components.

# Indigenous Agriculture Development Program: Financial and Business Planning (Step 2)

**Up to \$10,000 for financial analysis, specialized business planning services and training for agriculture or agri-food enterprises**

**Eligible activities include:** Business strategy development, business structure, production economics, financial analysis, marketing, value-added ventures, risk assessment, **technical workshops** recommended in Step 1

# Indigenous Agriculture Development Program: Financial and Business Planning (Step 2)

## Minimum Deliverables:

1. Status/Summary of Step 1 Action Plan
2. Operational Plan with target dates and person(s) responsible
3. Detailed Business Plan or specific components (an in-depth plan for one of the Program's specialized business planning areas), including financial statements and cash flow projections
4. Summary report of any workshops held, if applicable
5. Follow-up meeting with the applicant to confirm the project met their needs

# Indigenous Agriculture Development Program: Eligibility

## **Program open to any B.C.:**

- Indigenous community or government, including a band or tribal council, government of a self-governing First Nation or Métis Chartered Community or organization,
- Indigenous for-profit or not-for-profit corporation, association, cooperative or institution, or
- Indigenous business, partnership or joint venture

## **Financial and Business Planning (Step 2) Applicants must:**

- Have completed Step 1 or an equivalent process