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