

## Business Risk Management Programs

**AgriInvest** helps farmers manage small income declines, and provides support for investments to mitigate risks or improve market income. A farmer can open an AgriInvest account, which builds as you make annual deposits based on a percentage of your Allowable Net Sales. The government will match up to 1% of your Allowable Net Sales. The limit on matching government contributions is \$15,000 per year.

<http://www.agr.gc.ca/eng/?id=1291828779399>

**AgriStability** is a margin-based program which allows producers to protect their farm operations against large declines in farm income. A program payment is triggered when a producer's margin (allowable revenue less allowable expenses) in the program year drops below their average margin from previous years. The Federal and Provincial Government will provide assistance once a producer's margin falls below 70 per cent of their historical reference margin.

<http://www.agr.gc.ca/eng/?id=1291990433266>

**AgriInsurance** The Nova Scotia Crop and Livestock Insurance Commission administers production insurance coverage to 16 Crop Insurance plans, a Dairy Livestock Insurance Program and a Poultry Insurance Plan. The primary objective of the Commission is to assist NS farmers in years of reduced yields and losses due to insurable perils.

<https://novascotia.ca/agri/programs-and-services/financial-funding/crop-livestock-insurance/program-information/>

## Agricultural Crown Corporations

**Farm Credit Canada** is Canada's largest agricultural term lender.

<https://www.fcc-fac.ca/en.html>

**Nova Scotia Farm Loan Board** For almost 80 years the Nova Scotia Farm Loan Board has been committed to supporting Nova Scotia farmers.

<https://novascotia.ca/farmloan/>

**Community Credit Union** serves the financial needs of members across Cumberland and Colchester Counties in Nova Scotia. Credit Unions offer many financial products and services similar to those found in large banks. One program that is unique is the Nova Scotia Loan Guarantee Program.

Through this program, financing up to \$500,000 can be provided. It can be in the form of term loans, working capital and lines of credit. Loans can have a term of up to 10 years. The Province of Nova Scotia guarantees 90 percent of the value of all term loans.

<https://www.communitycreditunion.ns.ca/Home/>

## Chartered Banks

### BMO Bank of Montreal

<https://www.bmo.com/main/business/who-we-work-with/agriculture>

### CIBC

<https://www.cibc.com/en/business/agriculture.html>

### RBC Royal Bank

[http://www.rbcroyalbank.com/agri\\_index.html](http://www.rbcroyalbank.com/agri_index.html)

### ScotiaBank

<https://www.scotiabank.com/ca/en/small-business/industries/agriculture.html>

### TD Canada Trust

<https://www.td.com/ca/en/business-banking/small-business/credit/agricultural-solutions/>

Agri Commodity Management Association  
Contact: Brad McCallum  
(902) 895-0581 - 7 Atlantic Central Dr., East Mountain, NS  
[www.agricommodity.ca](http://www.agricommodity.ca)

Cumberland Business Connector  
Contact: Jonathan McClelland  
(902) 614-6912 - 5 Ratchford Street, Amherst, NS  
[www.cumberlandbusinessconnector.ca](http://www.cumberlandbusinessconnector.ca)

# Potential Sources of Agricultural Financing

Prepared by:



### **Canadian Agricultural Loans Act Program**

The CALA Program is a loan guarantee program (to lenders). It is designed to increase the availability of loans to farmers and agricultural co-operatives. Farmers can use these loans to establish, improve, and develop farms.

Agricultural co-operatives may access loans to process, distribute, or market the products of farming. Loans are limited to a maximum of:

- \$500,000 to purchase land and the construction or improvement of buildings.
- \$350,000 for all other loan purposes, including consolidation/refinancing.

<http://www.agr.gc.ca/eng/?id=1288035482429>

### **Advance Payment Program**

The APP is a Federal loan guarantee program. It provides farmers with low-interest cash advances. Producers can access up to \$400,000 per program year in advances based on the value of their agricultural product. Advances are repaid as the producer sells their agricultural product (crop or livestock).

An APP advance can help meet a farm's financial needs, such as farm input costs. It allows farmers to sell agricultural products based on market conditions rather than the need for cash flow.

<http://agricommodity.ca/app/>

### **FarmWorks Investment Co-operative Ltd**

FarmWorks Investment Co-operative Limited was incorporated in 2011. It promotes and provides strategic and responsible community investment in food production and distribution in order to increase access to a sustainable local food supply for all Nova Scotians.

FarmWorks operates as a Community Economic Development Investment Fund (CEDIF) that enables Nova Scotians to purchase common shares. FarmWorks provides repayable loans to farms, food processors, and value-added food producers.

<https://farmworks.ca/>

### **Community Business Development Corporation Cumberland**

CBDC's are not-for-profit organizations. CBDC Cumberland serves the business community across Cumberland County. Other CBDC are located throughout rural Atlantic Canada.

CBDC's assist in the creation of small businesses and in the expansion and modernization of existing businesses. This includes providing:

- Loans for business start-up, purchase of an existing business, or expansion of an existing business.
- Business counselling & training
- Administering the Self-Employments Benefits Program
- Non-repayable funding for Consulting Advisory Services

<http://www.cbdc.ca/en>

### **Business Development Bank of Canada**

BDC supports small and medium-sized businesses in all industries and at every stage of growth with money and advice.

Services provided by the BDC include:

- Flexible Financing for Businesses
- Advisory Services, and
- Smart Capital.

<https://www.bdc.ca/en/pages/home.aspx>

### **Atlantic Canada Opportunities Agency**

The Atlantic Canada Opportunities Agency works to create opportunities for economic growth in Atlantic Canada by helping businesses become more competitive, innovative and productive in the global marketplace. Programs offered include:

**Business Development Program (BDP)** can help set up, expand or modernize a business. It can provide funding to develop innovative ideas, improve competitiveness, and develop clean technology projects. This program provides repayable loans. Non-profit organizations that provide support to the business community may also qualify.

**Atlantic Innovation Fund (AIF)** encourages partnerships among private sector firms, universities, colleges and other research institutions to develop and commercialize new or improved products and services.

**Regional Economic Growth through Innovation (REGI)** will foster the right environment to start and grow businesses and create the conditions for the development of strong, dynamic and inclusive regional innovation ecosystems across the country. With the introduction of REGI, all innovation-related projects are now to be funded through one of the two available streams from REGI:

- the **Business Scale-up and Productivity Stream**. Funding offered under this program stream helps businesses at various stages of development, including high-growth firms, to accelerate growth and adopt innovative technologies that support scale-up, commercialization, productivity and market expansion to become more competitive globally.
- the **Regional Innovation Ecosystem Stream**. Funding under this program stream helps create, grow and develop strong and inclusive regional networks that support business growth and innovation. This will foster the entrepreneurial environment necessary for more innovative regional economies and increase the competitiveness of small and medium-sized enterprises (SME).

<https://www.canada.ca/en/atlantic-canada-opportunities.html>