

## Financial Resources for Local Market Producers and Processors - Compilation Document (Background) Updated August 24, 2018

### Background:

Accessing financial resources/capital can often be a challenge for Alberta's local market producers and small scale processors. Challenges can include:

- Lack of awareness of financial organizations and programs
- Limited understanding of the organization and the resources or programs offered
- Conventional credit policy and funding programs designed to serve primary agriculture or export-driven agricultural operations may not meet the specific needs of local market producer and processor operations (i.e.: Farm direct, Farmers' markets, Community Supported Agriculture/CSA operations, Organic, Urban agriculture, Small Plot Intensive/SPIN farming, etc.)
- Limited number of programs and resources that address various unique needs of these operations. (i.e.: new or immigrant farmers, small loans, unconventional market channels or production practices)

As part of Explore Local's (EL) goal to position our clients to successfully access appropriate financing, an environmental scan of local market producer and small scale processor friendly resources in the areas of finance and community investment was originally conducted in 2014 and has been updated for 2018.

The information gathered in the environmental scan has been used to strategically position EL's finance and community investment efforts and extension activities. In addition, by compiling the information in a quick reference format and providing it to EL clients and to the Agriculture and Forestry staff who work closely with local market producers and processors, we hope to have increased awareness and accessibility of appropriate funding options.

This document briefly describes a number of programs that may assist local market producers and small scale processors to access capital. This document is not intended to be a comprehensive list of all available programs that may be of assistance, but rather as starting point to build from. Chartered banks were not included in this listing. Only the most relevant programs from organizations have been listed. Each program is categorized, has a brief description and includes eligibility, amount, special characteristics and organization contact information. Please direct any inquiries to Vince Ohama at ([vince.ohama@gov.ab.ca](mailto:vince.ohama@gov.ab.ca)).

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## Updated August 24, 2018

### Special Characteristics

Type	Program Name	Description	Eligibility	Amount	Special Characteristics									Organization	
					Capital	Operating	Loan Guarantee	Interest Free	Small Amount Focus (\$10,001-\$50,000)	Micro Amount Focus (<\$10,000)	New Entrant/Young Farmer	Patient Capital	Crowd funding		
LOAN	Advance Payment Program (AAP)	Federal loan guarantee program which provides agricultural producers with easy access to low-interest cash advances. These advances are delivered under a number of producer organizations. A list of the organizations can be found on the website.	<ul style="list-style-type: none"> <li>Producers must be a Canadian citizen or permanent resident; or a corporation, cooperative or partnership of which the majority interest is held by Canadian citizens or permanent residents.</li> <li>Must also be the age of majority in the province of operation, have produced/be producing and own the agricultural product, and be responsible for its marketing.</li> <li>For a corporation, co-operative, or partnership, one or more of the stakeholders must be the age of majority in the province of operation.</li> </ul>	<ul style="list-style-type: none"> <li>Under the program, producers can access up to \$400,000 per program year in advances based on the value of their agricultural product, with the Government of Canada paying the interest on the first \$100,000 advanced to a producer. Advances are repaid as the producer sells their agricultural product, with up to 18 months to fully repay the advance for most commodities (up to 24 months for cattle and bison).</li> </ul>		✓	✓					✓			Agriculture and Agri-Food Canada agr.gc.ca 1-866-367-8506
LOAN	Canadian Agricultural Loans Act Program	Loan guarantee program designed to increase the availability of loans to farmers and agricultural co-operatives. Farmers can use these loans to establish, improve, and develop farms, while agricultural co-operatives may also access loans to process, distribute, or market the products of farming.	<ul style="list-style-type: none"> <li>Lenders, such as banks, credit unions and caisses populaires, issue and administer loans under the CALA program.</li> <li>Applicants must meet the definition of a farmer and farming as defined by the Act and available online: existing farmers, beginning farmers (i.e. less than 6 years of farming), start-up farmers, farmers taking over the family farm, part-time farmers, agricultural co-operatives with a majority (50% + 1) farmer membership</li> <li>Purpose of the loan must be eligible under program</li> </ul>	<ul style="list-style-type: none"> <li>Maximum aggregate loan limit for any one farm operation is \$500,000.</li> <li>Loans are limited to a maximum of: \$500,000 for the purchase of land and the construction or improvement of buildings and \$350,000 for all other loan purposes, including consolidation, refinancing</li> <li>The maximum aggregate loan limit for agricultural co-operatives is \$3 million, with the Minister's approval.</li> </ul>	✓	✓	✓								Agriculture and Agri-Food Canada agr.gc.ca 1-866-367-8506

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LOAN	Alberta Farm Loan Program	Financing to start, develop, and grow farming operations: purchase land, equipment, machinery, breeding livestock, quota, working capital, share purchase, debt refinance, home construction, etc. There is also a beginning farmer incentive.	<ul style="list-style-type: none"> <li>Individuals who are Canadian citizens or landed immigrants and companies who are incorporated in Canada and registered to carry on a business in Alberta.</li> <li>At the time of application (and renewal), the borrower must have a satisfactory credit rating as determined by AFSC</li> </ul>	Varies	✓	✓						✓			Agriculture Financial Services Corporation afsc.ca 1-877-899-2372
LOAN	Beginning Farmer Incentive	At the time of application, applicants who have a net worth of under \$500,000 may be eligible for a 1.5 per cent interest rate reduction for the first five years of the loan.	<ul style="list-style-type: none"> <li>Individuals who are Canadian citizens or landed immigrants and companies who are incorporated in Canada and registered to carry on a business in Alberta.</li> <li>At the time of application (and renewal), the borrower must have a satisfactory credit rating as determined by AFSC</li> </ul>	Lifetime maximum borrowings for the incentive is \$500,000 per individual. *Note: The Beginning Farmer Incentive cannot be applied to housing.	✓	✓						✓			Agriculture Financial Services Corporation afsc.ca 1-877-899-2372
LOAN	Commercial Loan Program	Can use loan to start, expand, purchase, or upgrade facilities, equipment, or other capital assets needed for applicants' commercial enterprises.	<ul style="list-style-type: none"> <li>Individuals who are Canadian citizens or landed immigrants and companies who are incorporated in Canada and registered to carry on a business in Alberta.</li> <li>At the time of application (and renewal), the borrower must have a satisfactory credit rating as determined by AFSC</li> </ul>	Varies	✓										Agriculture Financial Services Corporation afsc.ca 1-877-899-2372

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LOAN	Value Added & Agribusiness Program (VAAP)	Loans to start, expand, purchase or upgrade facilities, equipment, or other capital assets for your business. VAAP also covers debt refinancing, working capital expenditures, including training costs, that support new or expanded operations, products for value added, or agribusiness enterprises and change of ownership.	<ul style="list-style-type: none"> <li>• Available to Canadian citizens or landed immigrants who meet Alberta residency requirements</li> <li>• Companies must be incorporated in Canada and registered to conduct business in Alberta.</li> <li>• Eligible businesses may include: Ag service; Food processing; Manufacturing; Transportation</li> </ul>	Varies	✓	✓									Agriculture Financial Services Corporation afsc.ca 1-877-899-2372
LOAN	Revolving Loan Program	Revolving term loan capital. Provides easy, convenient and immediate access to working capital when required for individuals and companies involved in primary agriculture in Alberta.	<ul style="list-style-type: none"> <li>• Canadian citizens or landed immigrants who meet Alberta residency requirements and who are primary agriculture producers</li> <li>• At the time of application (and renewal), the borrower must have a satisfactory credit rating as determined by AFSC</li> <li>• Allowable expenses per uses: Inputs - feed, fuel, seed, fertilizer, etc.; Operating facility - can be used for any farm expenses</li> </ul>	Varies	✓	✓									Agriculture Financial Services Corporation afsc.ca 1-877-899-2372
LOAN	Equity Agri-Plan Loans	Line of credit that can be used for day-to-day operating expenses or for purchase of capital assets.	<ul style="list-style-type: none"> <li>• Actively involved in the management of farming</li> </ul>	Maximum of \$5,000,000	✓	✓									ATB Financial atb.com 1-800-332-8383

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LOAN	<b>Evergreen Line of Credit</b>	Applicant can use to advance separate loans throughout the year to pay for capital purchases. Use your line of credit to: • Purchase equipment for your farming or ranching operation • Acquire breeding stock • Purchase quota • Purchase land	• Actively involved in the management of farming	Not specified	✓									ATB Financial atb.com 1-800-332-8383
LOAN	<b>Farmland Financing</b>	Purchase land, buildings, livestock, inventory, equipment and more.	• Must be land secured owned by applicant • Purchase must be used for agriculture purposes	Not specified	✓									ATB Financial atb.com 1-800-332-8383
LOAN	<b>Long Term Loans</b>	Loan for construction/improvement of farm buildings, farmland purchases, or the purchases of other long term capital assets. There are options of monthly, quarterly, semi-annual or annual payments	• Actively involved in the management of farming	Not specified	✓									ATB Financial atb.com 1-800-332-8383

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LOAN	Operating Loans	Provides a cash reserve needed for day-to-day operations. Use loan to: Finance accounts receivable; Cover daily operating expenses; Take advantage of supplier discounts; Avoid overdue payment penalties; Reduce interest costs	<ul style="list-style-type: none"> <li>Actively involved in the management of farming</li> </ul>	Designed for businesses with borrowing needs in excess of \$50,000.		✓										ATB Financial atb.com 1-800-332-8383
LOAN	Term loans	Short and medium-term loans for: <ul style="list-style-type: none"> <li>Start or buy a new business</li> <li>Purchase, renovate, alter, expand or construct commercial property for your existing business</li> <li>Purchase, install, renovate or repair equipment and machinery</li> <li>Increase inventory and/or cover operating expenses (with a variable interest rate)</li> </ul>	<ul style="list-style-type: none"> <li>Actively involved in farming</li> </ul>	Not specified		✓										ATB Financial atb.com 1-800-332-8383
LOAN	4-H Loan Programs	Provides support to 4-H club members by loaning money for the purchase of marketable livestock - beef, swine, sheep, meat goats and horses - or other approved projects.	<ul style="list-style-type: none"> <li>Applicant must be a member of a 4-H club</li> <li>Must have a co-signature from a parent or guardian</li> </ul>	<ul style="list-style-type: none"> <li>Maximum of \$5,000</li> </ul>		✓					✓	✓				ATB Financial atb.com 1-800-332-8383

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LOAN	Alberta Women Entrepreneurs (AWE) Loan Program	AWE financing can help women in Alberta purchase a business, start a new business, or grow an existing business.	Be a woman who owns and operates at least 51% of a business that is registered and located in the province of Alberta. Reside in the province of Alberta. Have a minimum credit score of 650. Contribute a minimum or have contributed a minimum of 25% owner equity on total project costs. Contribute a minimum of 30% security on the loan. This amount differs depending on the size, risk, and purpose of the loan. The loan may require up to 100% security.	• Loans of \$30,000 to \$150,000. For funding of more than \$150,000, we attempt to partner with other lenders to meet your full borrowing requirements.	✓	✓			✓						Alberta Women Entrepreneurs (AWE)/Western Economic Diversification Canada awebusiness.com 1-800-713-3558
LOAN	BizAble Business Loan	Financing for individuals with disabilities.	<ul style="list-style-type: none"> <li>• Alberta businesses in rural areas; located outside main cities Edmonton (including St. Albert) and Calgary</li> <li>• Applicant must contact a bank first, if they are unable to secure financing under reasonable terms elsewhere, then they may be eligible for financing through Community Futures.</li> </ul>	<ul style="list-style-type: none"> <li>• Loans from \$10,000 to \$150,000</li> <li>• Applicant must make a personal investment, cash plus security (vehicles, equipment, land etc.) to back the loan</li> </ul>	✓	✓			✓						Community Futures cfna.albertacf.com 1-877-482-3672
LOAN	BizBuyout Business Loan	Financing to buy an established business.	<ul style="list-style-type: none"> <li>• Alberta businesses in rural areas (located outside the cities of Edmonton (including St. Albert) and Calgary)</li> <li>• Applicant must contact a bank first, if they are unable to secure financing under reasonable terms elsewhere, then they may be eligible for financing through Community Futures.</li> </ul>	<ul style="list-style-type: none"> <li>• Loans from \$10,000 to \$150,000</li> <li>• Security required</li> </ul>	✓	✓			✓						Community Futures cfna.albertacf.com 1-877-482-3672

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LOAN	Franchise Route Business Loan	Financing to franchise a business.	<ul style="list-style-type: none"> <li>• Alberta businesses in rural areas; located outside main cities Edmonton (including St. Albert) and Calgary</li> <li>• Applicant must contact a bank first, if they are unable to secure financing under reasonable terms elsewhere, then they may be eligible for financing through Community Futures.</li> </ul>	<ul style="list-style-type: none"> <li>• Loans from \$10,000 to \$150,000</li> <li>• Security required</li> </ul>	✓	✓			✓					Community Futures cfna.albertacf.com 1-877-482-3672
LOAN	NewBiz Business Loan	New business start-up financing.	<ul style="list-style-type: none"> <li>• Alberta businesses in rural areas located outside of the metropolitan areas of the Edmonton Capital Region and Calgary.</li> <li>• Applicants unable to secure financing under reasonable terms from a financial institution may be eligible to apply for financing through Community Futures.</li> </ul>	<ul style="list-style-type: none"> <li>• Loans from \$10,000 to \$150,000</li> <li>• Security required</li> </ul>	✓	✓			✓		✓			Community Futures cfna.albertacf.com Toll-free 1-877-482-3672
LOAN	Opportunity Business Loan	Working capital solution to keep your business moving forward. Designed to protect your cash flow and help you innovate and grow.	<ul style="list-style-type: none"> <li>• Alberta businesses in rural areas located outside of the metropolitan areas of the Edmonton Capital Region and Calgary.</li> <li>• Applicants unable to secure financing under reasonable terms from a financial institution may be eligible to apply for financing through Community Futures.</li> </ul>	<ul style="list-style-type: none"> <li>• Loans up to a normal maximum of \$25,000 but can go as high as \$150,000</li> <li>• Security required</li> </ul>	✓	✓			✓		✓			Community Futures cfna.albertacf.com Toll-free 1-877-482-3672



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LOAN	TechBlazer Business Loan	Invest in technology for your existing rural Alberta business	<ul style="list-style-type: none"> <li>• Alberta businesses in rural areas located outside of the metropolitan areas of the Edmonton Capital Region and Calgary.</li> <li>• Applicants unable to secure financing under reasonable terms from a financial institution may be eligible to apply for financing through Community Futures.</li> </ul>	<ul style="list-style-type: none"> <li>• Loans from \$10,000 to \$150,000</li> <li>• Security required</li> </ul>	✓	✓			✓	✓				Community Futures cfna.albertacf.com Toll-free 1-877-482-3672	
LOAN	NextGen Business Loan	Financing for entrepreneurs 18-39 years of age to start a business.	<ul style="list-style-type: none"> <li>• Alberta businesses in rural areas located outside of the metropolitan areas of the Edmonton Capital Region and Calgary.</li> <li>• Applicants unable to secure financing under reasonable terms from a financial institution may be eligible to apply for financing through Community Futures.</li> </ul>	<ul style="list-style-type: none"> <li>• Loans up to a normal maximum of \$25,000 but can go as high as \$150,000</li> <li>• Security required</li> </ul>	✓	✓			✓	✓				Community Futures cfna.albertacf.com Toll-free 1-877-482-3672	
LOAN	Extended Disbursement Capacity Builder Loan	Can be used to purchase quota or breeding livestock with pre-approved financing for up to 18 months and the option to capitalize interest.	Depends on: <ul style="list-style-type: none"> <li>• Credit history</li> <li>• Repayment ability</li> <li>• Security</li> </ul>	Varies	✓										Farm Credit Canada fcc-fac.ca Toll-free 1-888-332-3301
LOAN	Extended Disbursement Construction Loan	Interim financing with ability to defer principal payments up to 18 months on construction projects.	Depends on: <ul style="list-style-type: none"> <li>• Credit history</li> <li>• Repayment ability</li> <li>• Security</li> </ul>	Varies	✓										Farm Credit Canada fcc-fac.ca Toll-free 1-888-332-3301

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LOAN	Extended Disbursement Enviro-Loan	Applicants can defer principle payments while constructing, improving, or expanding their operation when they improve environmental facilities.	Depends on: • Credit history • Repayment ability • Security	Varies	✓									Farm Credit Canada fcc-fac.ca Toll-free 1-888-332-3301
LOAN	Extended Disbursement Transition Loan	Special payment options that benefit both the buyer and seller in a farm transfer.	Depends on • Credit history • Repayment ability • Security	Varies	✓						✓			Farm Credit Canada fcc-fac.ca Toll-free 1-888-332-3301
LOAN	Leasing - Equipment Leasing	Lease new or used equipment at select dealerships.	Depends on • Credit history • Repayment ability • Security	Varies	✓									Farm Credit Canada fcc-fac.ca Toll-free 1-888-332-3301
LOAN	Niche - Energy Loan	Financing to convert to renewable energy sources , specifically biogas, geo-thermal, wind or solar power.	Depends on • Credit history • Repayment ability • Security	Varies	✓									Farm Credit Canada fcc-fac.ca Toll-free 1-888-332-3301
LOAN	Niche - Performer Loan	Based on performance of business; applicant receives lower interest rates when their business achieves pre-set financial goals and ratios.	Depends on • Credit history • Repayment ability • Security	Varies	✓									Farm Credit Canada fcc-fac.ca Toll-free 1-888-332-3301

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LOAN	Niche - Young Entrepreneur Loan	Financing for entrepreneurs under 40 for ag retail, manufacturing or food processing business for purchase or improvement of an agriculture related business; purchase shares of an agriculture related business	Depends on: • Applicant under 40 years of age • Credit history • Repayment ability • Security	•Maximum of \$1,000,000	✓											Farm Credit Canada fcc-fac.ca Toll-free 1-888-332-3301
LOAN	Niche - Young Farmer Loan	Financing for farmers under 40 years of age for purchase of agriculture-related assets.	Depends on: • Applicant under 40 years of age • Credit history • Repayment ability • Security	•Maximum of \$1,000,000	✓						✓					Farm Credit Canada fcc-fac.ca Toll-free 1-888-332-3301
LOAN	Canada Small Business Financing Program (CSBFP)	CSBFP is a federal program used by commercial lenders to reduce their risk exposure to qualifying small and medium-size business loans. The CSBFP registration fee is 2% of the total amount of the loan.	Applicants eligible to apply: • Start-ups and existing for-profit businesses in Canada with gross revenues of \$10 million or less. • Farming business are not eligible under this program.	• Up to \$1 million, of which no more than \$350,000 is for equipment purchases or leasehold improvements.	✓	✓										Innovation, Science and Economic Development Canada ic.gc.ca Toll-free 1-866-959-1699

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<b>LOAN</b>	<b>Micro Business Loans</b>	Loan to help start or expand a business. The loan can be used for business costs such as: licensing and registration, tools or equipment, advertising and inventory. Your character and commitment to your business are considered, which means your credit history doesn't have to be perfect.	Loans are based on: <ul style="list-style-type: none"> <li>• Character of applicant</li> <li>• The business plan</li> <li>• Commitment to operating a successful business</li> <li>• Have a reasonable business idea,</li> <li>• Live in Calgary</li> <li>• Do not have any undischarged bankruptcies</li> <li>• Have completed one of Momentum's business training programs</li> <li>• Are ready, willing and able to start a business,</li> <li>• Are unable to access traditional business financing, and</li> <li>• Are an owner/operator with at least 51% ownership</li> </ul>	<ul style="list-style-type: none"> <li>• Up to \$10,000.</li> <li>Repayment terms of 2-3 years. Interest rate of 5%/year</li> </ul>	✓	✓				✓	✓	✓		Momentum/Thrive momentum.org 403-204-2657
<b>GRANT</b>	<b>Summer Farm Employment Program</b>	Provides opportunities for full-time farm work experience for young people. Employers must be full-time farmers; employees must be between 16 and 24 years of age and cannot be a direct relative of the employer. Wage support is provided to farmers to a maximum of \$500 per month based on a full time basis. Applications are accepted on a first-come, first-served basis. The program runs from July 1 to August 31.	<ul style="list-style-type: none"> <li>• Employers must own or rent a farming operation in Alberta, and must produce farm commodities valued at minimum \$25,000/annually</li> <li>• Applicant must be available to supervise their employees full time</li> </ul> See program guidelines for full eligibility and program requirements	<ul style="list-style-type: none"> <li>• Up to half the employee's monthly wage up to a maximum of \$500 per month for salary based on full time employment</li> </ul>		✓								Alberta Agriculture and Forestry agric.gov.ab.ca 310-FARM(3276)

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GRANT	<b>Workforce Development Program - Retention Improvement Grant</b>	Provides assistance for employers to contract consultants to review, improve and develop retention strategies in order to reduce worker turnover and address workforce stability. Eligible Activities: Human Resource expertise to identify and coach on; human resources program review, retention strategy development and supervisory training to address retention improvement	<ul style="list-style-type: none"> <li>• Primary Producers</li> <li>• Food Processors</li> <li>• Bio-Industrial Processors</li> <li>• Agricultural Organizations</li> </ul>	Eligible Expenses: Consulting fees paid to a third-party consultant to complete eligible activities. Funding: 80 percent of eligible expenses incurred by an approved applicant upon completion of the approved activities to a maximum of \$25,000 per applicant in the fiscal year April 2018 to March 2019.		✓								Alberta Agriculture and Forestry agric.gov.ab.ca 310-FARM(3276)
GRANT	<b>Workforce Development Program- Productivity Improvement Grant</b>	Provides assistance to agri-processing and agricultural production companies to assess and adopt new technologies and processes that improve worker productivity. Eligible Activities: 1) Expertise to identify and provide coaching on production process improvements; 2) Expertise to identify and provide coaching on environmental process improvements	<ul style="list-style-type: none"> <li>• Primary Producers</li> <li>• Food Processors</li> <li>• Bio-Industrial Processors</li> <li>• Agricultural Organizations</li> </ul>	Eligible Expenses: Consulting fees paid to a third-party consultant to complete the eligible activities. Funding: 80 percent of eligible expenses incurred by a successful applicant upon completion of the approved project to a maximum of \$25,000 per applicant in the fiscal year April 2018 to March 2019.		✓								Alberta Agriculture and Forestry agric.gov.ab.ca 310-FARM(3276)

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GRANT	<b>Commercialization Associates program</b>	Enables companies to recruit skilled business professionals. Designed to fund an applicant to employ a Level 1 or Level 2 Commercialization Associate on a full-time basis, or a Level 3 associate on a part- or full-time basis, for the project term, up to a maximum of two years.	Varies see program requirements	Varies dependent on project		✓								Alberta Innovates Entrepreneurial Investments albertainnovates.ca 780-450-5221
GRANT	<b>Product Demonstration Program</b>	Designed to support technologies in the more advanced stages of development and is intended to fund SMEs to work in collaboration with at least one strategic partner that can facilitate prototype field testing and/or provide the SME access to supply and sales channels, and provide the SME access to potential customers.	Eligible expenses for any one of more of the following activities:  Technology optimization critical for market acceptance; Manufacturing of a prototype for a demonstration project; Applications for regulatory approval and certifications critical for market acceptance; Testing of a prototype in an operational environment; Results assessment or verification of technical data.	• Ranges from \$100,000 to \$300,000	✓	✓								Alberta Innovates Entrepreneurial Investments albertainnovates.ca 780-450-5256

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GRANT	CDC Matching Investment Fund	Non-repayable contributions for product development projects on a matching basis: development of new or innovative products; existing product reformulation; knowledge or tech transfer projects; new opportunities for solids non-fat ingredients.	<ul style="list-style-type: none"> <li>•Registered Canadian companies or Food Technology Centers involved in the development, manufacture and/or utilisation of Canadian dairy products and ingredients are considered eligible.</li> <li>•Access financial support for: Consultation and Product development</li> </ul>	<ul style="list-style-type: none"> <li>•Total of \$150,000 per project, sharing of investment costs (50%) including a maximum of \$25,000 for consultation activities. Subject to CDC Board approval, amount of funding maybe higher for projects emphasizing the use of milk solids non fat (SNF). Small businesses (less than 25 employees) are eligible for a reimbursement of up to 100% of eligible costs (before taxes) for the first \$10,000 spent on a project</li> </ul>	✓	✓								Canadian Dairy Commission cdc-ccl.gc.ca 1-866-366-0676
GRANT	Career Focus Program	Provides funding to organizations for the creation of agricultural internships that provide career-related work experiences for recent graduates. <ul style="list-style-type: none"> <li>• Applicants must be 15 -30 years old.</li> <li>•Employers must apply between November 1 and November 30 for their project to be considered; if approved, projects can start on or after April 1 of the following year.</li> </ul>	<ul style="list-style-type: none"> <li>• Eligible employers are organizations who can offer projects that will give employees: agriculture career-related work experiences in Canada, skills acquisition through mentoring and coaching and must be legal entities capable of entering into legally binding agreements.</li> </ul> <p>Applications reviewed on a first come, first served basis as long as funds are available. Applicants are strongly encouraged to apply early</p>	<ul style="list-style-type: none"> <li>• Approved projects will be eligible to receive 50% of total eligible costs, up to a maximum of \$20,000 in matching funds.</li> <li>•See program terms and conditions for eligibility of participants, interns and projects.</li> </ul>		✓					✓			Agriculture and Agri-Food Canada agr.gc.ca Career Focus Program 1-866-452-5558

# Financial Resources for Local Market Producers and Processors - Compilation Document

## Updated August 24, 2018

### Special Characteristics

Type	Program Name	Description	Eligibility	Amount	Capital	Operating	Loan Guarantee	Interest Free	Small Amount Focus (\$10,001-\$50,000)	Micro Amount Focus (<\$10,000)	New Entrant/Young Farmer	Patient Capital	Crowd funding	Organization
GRANT	Canadian Agricultural Partnership Grants	Several additional grant programs are currently under development. Details unavailable at time of updating.	• See website for details as they become available.	• See website for details as they become available.										Canadian Agricultural Partnership cap.alberta.ca Products to Market Program 310-FARM(3276)
GRANT	Products to Market Program	To support growth of Alberta's agricultural industries by supporting the development of New Products and/or Processes, commercialization of products in New Markets, and expansion into local, domestic and international markets. •Individuals and organizations	•Varies dependent on project activities: Bio-Industrial Processors, Food Processors, New Entrants, Producers who are adding value past primary agricultural production, involved in international market development activities, Producer and Processor organizations • Eligible activities include: Product, Process, Label and Package Development, Processing Capacity Expansion, Market Development, Export Preparation and Planning, Product Demonstration, Activities supporting Aggregation and Distribution of Food, Agriculture and Forestry Outbound Trade Initiatives	• Maximum \$50,000 grant request per applicant per year • Grant funding cost share varies dependent on project	✓	✓								Canadian Agricultural Partnership cap.alberta.ca Products to Market Program 310-FARM(3276)



# Financial Resources for Local Market Producers and Processors - Compilation Document

## Updated August 24, 2018

### Special Characteristics

Type	Program Name	Description	Eligibility	Amount	Capital	Operating	Loan Guarantee	Interest Free	Small Amount Focus (\$10,001-\$50,000)	Micro Amount Focus (<\$10,000)	New Entrant/Young Farmer	Patient Capital	Crowd funding	Organization
GRANT	<b>Value Added Products to Market Program</b>	Support growth of Alberta's value-added Food Processors and Bio-Industrial Processors; Targets projects that enable growth of their businesses through increased sales related to the development of New Products, adoption of state-of-the-art processes, commercialization of products in New Markets, and expansion of their business in local, domestic and international markets.	<ul style="list-style-type: none"> <li>• Bio-Industrial Processors</li> <li>• Food Processors</li> </ul> There will be 1-3 submission deadlines per year for the program	<ul style="list-style-type: none"> <li>• Grant request must be more than \$50,000, to a maximum of \$500,000 per applicant per fiscal year</li> <li>• Grant funding cost share varies dependent on project</li> </ul>	✓	✓								Canadian Agricultural Partnership cap.alberta.ca Value Added Products to Market Program 310-FARM(3276)
GRANT	<b>Environmental Stewardship and Climate Change Producer Program</b>	Supports active producers with assessing their environmental risks and implementing beneficial management practices (BMP's) that reduce the risk of agricultural contaminants entering water or soil resources, benefitting their business, enhancing public trust and the environment.	Primary producers in Alberta; A valid Alberta Environmental Farm Plan (EFP) is a prerequisite to this program. EFP has implemented a 10-year renewal starting 2018, therefore an EFP completed before 2008 will not be considered valid.	<ul style="list-style-type: none"> <li>• Cost share: Merit based review process. Grant funding cost share will range between 30%-70% of eligible expenses.</li> <li>• Total maximum funding amount varies with program</li> </ul>	✓	✓								Canadian Agricultural Partnership cap.alberta.ca Environmental Stewardship and Climate Change Producer Program 310-FARM(3276)
GRANT	<b>Irrigation Efficiency Program</b>	This program assists producers with eligible costs incurred for the purchase and installation of a new low-pressure centre (LPCP) pivot irrigation system, a drip irrigation system or an upgrade of an existing irrigation system.	<ul style="list-style-type: none"> <li>• Operate as a producer in Alberta, own an irrigated agricultural operation in Alberta, have a Long-Term Irrigation Management Plan and not have been previously been approved for payment from the program for the parcel described in the application.</li> </ul>	<ul style="list-style-type: none"> <li>• Applicants are only eligible to receive one payment per parcel of land under the program.</li> <li>• Amounts vary dependent on project.</li> </ul>	✓									Canadian Agricultural Partnership cap.alberta.ca Irrigation Efficiency Program 310-FARM(3276)

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## Updated August 24, 2018

### Special Characteristics

Type	Program Name	Description	Eligibility	Amount	Capital	Operating	Loan Guarantee	Interest Free	Small Amount Focus (\$10,001-\$50,000)	Micro Amount Focus (<\$10,000)	New Entrant/Young Farmer	Patient Capital	Crowd funding	Organization
GRANT	<b>Farm Water Supply Program</b>	Shares costs relating to enhancements of a producer's on-farm water supply management, arising from a Long Term Water Management Plan. (LTWMP). Grant Application forms can only be obtained from an AF Water Specialist after the (LTWMP) has been approved.	<ul style="list-style-type: none"> <li>• Producers, corporations and not-for-profit organizations with an active agricultural business in Alberta and a minimum of \$10,000 of farm commodity production income are eligible.</li> <li>• Projects must be identified in a LTWMP approved by an AF Water Specialist prior to any construction work or incurring expenses.</li> </ul>	<i>Standard Incentive Projects:</i> <ul style="list-style-type: none"> <li>• Reimbursement of up to one-third of expenses, maximum of \$5,000 per applicant.</li> </ul> <i>Special Incentive Projects:</i> <ul style="list-style-type: none"> <li>• Reimbursement of up to 75% of expenses to a specified maximum per applicant or project</li> </ul>	✓									Canadian Agricultural Partnership cap.alberta.ca Farm Water Supply Program 310-FARM(3276)
GRANT	<b>Youth Employment Program</b>	Provide financial assistance to hire post-secondary graduates. Candidates must be between 15-30 in age (inclusive). See program for full details on candidate eligibility requirements.	<ul style="list-style-type: none"> <li>• Applicant's small or medium-sized enterprise must be incorporated and for-profit</li> <li>• Have 500 or less full-time equivalents</li> <li>• Ready to enhance innovation capacity</li> <li>• Willing to establish a trusting relationship with IRAP (Industrial Research Assistance Program)</li> </ul>	<ul style="list-style-type: none"> <li>• Varies - contact an IRAP technical advisor for details.</li> </ul>		✓								National Research Council Canada nrc-cnrc.gc.ca Industrial Research Assistance Program (IRAP) 1 -877-994-4726

# Financial Resources for Local Market Producers and Processors - Compilation Document

## Updated August 24, 2018

### Special Characteristics

Type	Program Name	Description	Eligibility	Amount	Capital	Operating	Loan Guarantee	Interest Free	Small Amount Focus (\$10,001-\$50,000)	Micro Amount Focus (<\$10,000)	New Entrant/Young Farmer	Patient Capital	Crowd funding	Organization
GRANT	Youth Green Program	Provide financial assistance to hire youth. Candidates must be between 15-30 in age (inclusive). See program for full details on candidate eligibility requirements.	<ul style="list-style-type: none"> <li>• Applicant's small or medium-sized enterprise must be incorporated and for-profit</li> <li>• Have 500 or less full-time equivalents</li> <li>• Ready to enhance innovation capacity</li> <li>• Willing to establish a trusting relationship with IRAP (Industrial Research Assistance Program)</li> <li>• To be considered "Green," one of the following criteria is required: Does the nature of your business align with green economy sectors or industries OR is the youth internship expected to produce an environmental benefit?</li> </ul>	• Varies - contact an IRAP technical advisor for details.		✓								National Research Council Canada nrc-cnrc.gc.ca Industrial Research Assistance Program (IRAP) 1 -877-994-4727
SOCIAL FINANCE	Alberta BoostR Crowd funding Website	Crowdfunding website where entrepreneurs and local businesses can get funding from their supporters. Businesses can tell their story, set funding goals and offer rewards for a boost. Access to coaching, guidance and resources	• Alberta owned small to medium sized businesses; startup to well established	• Varies - but suggested goal is between \$2,000-\$10,000; Must achieve funding goal or no money is received.	✓	✓			✓	✓			✓	Powered by ATB Financial atbboostr.ca Contact E-mail: albertabostr@atb 1-844-392-7119

# Financial Resources for Local Market Producers and Processors - Compilation Document

## Updated August 24, 2018

### Special Characteristics

Type	Program Name	Description	Eligibility	Amount	Special Characteristics									Organization
					Capital	Operating	Loan Guarantee	Interest Free	Small Amount Focus (\$10,001-\$50,000)	Micro Amount Focus (<\$10,000)	New Entrant/Young Farmer	Patient Capital	Crowd funding	
SOCIAL FINANCE	ATB LendR	Qualified applicants get a "Lift Loan" profile created on the site. Must raise 10% of the total loan amount on the site through people you know. Your profile will then be open to other LendRs. If funded to 50% of your loan amount, ATB provides the rest of the loan. Generally 1 -2 year terms	Small businesses that have been an ATB Business customer for at least 12 months.	Varies	✓	✓			✓	✓	✓		✓	ATB Financial atblendr.ca Email contact: info@ATBLendR.ca
SOCIAL FINANCE	Unleashing Local Capital (Opportunity Development Co-operatives)	An Opportunity Development Co-operative (ODC) is a for-profit co-operative that raises capital (locally) to invest in a local business. Investments may be RRSP eligible. Fee-based support with a range of resources.	<ul style="list-style-type: none"> <li>• Local community individuals and leaders</li> <li>• Support for new business, expansion of business, or business succession</li> <li>• The local capital the ODC collects can be invested in any viable business idea in the community</li> </ul>	• Varies - but typically under \$1 million	✓	✓					✓	✓		Alberta Co-operative Association acca.coop 780-963-3766
SOCIAL FINANCE	Local Investing YYC	For profit investment co-operative that provides capital to Calgary-based entrepreneurs who generate financial, social and environment returns, providing passive investment into a needed business in Calgary.	Local Investing YYC can invest in any viable business ideas in the community of Calgary that align with the mandate of the co-op. See website for details. Local Investing YYC removes barriers to receiving funding through traditional channels, while creating local impact through member investments that are RRSP and TFSA eligible.	Provides both debt or equity financing - dependent on the opportunity.	✓	✓							✓	Local Investing YYC localinvestingyyc.ca info@localinvestingyyc.ca

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## Updated August 24, 2018

### Special Characteristics

Type	Program Name	Description	Eligibility	Amount	Special Characteristics									Organization
					Capital	Operating	Loan Guarantee	Interest Free	Small Amount Focus (\$10,001-\$50,000)	Micro Amount Focus (<\$10,000)	New Entrant/Young Farmer	Patient Capital	Crowd funding	
SOCIAL FINANCE	Indiegogo Crowdfunding Site	Crowdfunding platform where people create fundraising campaigns to tell their story, raise money and get the word out. Donation based and equity funding options	<ul style="list-style-type: none"> <li>• Dependent on type of project; entrepreneur services also available</li> </ul>	<ul style="list-style-type: none"> <li>• Varies - you choose amount to campaign for</li> <li>• Fees and pricing vary</li> </ul>	✓	✓			✓	✓			✓	Indiegogo indiegogo.com
SOCIAL FINANCE	Kickstarter Crowdfunding Site	Crowdfunding platform for creative projects. No charities, websites, apps, or self-help manuals. Staff filter projects and give advice to creator.	<ul style="list-style-type: none"> <li>• 18 years of age or older</li> <li>• No projects that fundraise for charity or projects that offer financial incentives, equity, revenue sharing or financial investment</li> </ul>	<ul style="list-style-type: none"> <li>• Varies - you choose the amount to campaign for.</li> <li>• All or nothing funding - you must achieve your funding goal or no money changes hands.</li> <li>• Fees and pricing vary</li> </ul>	✓	✓			✓	✓			✓	Kickstarter www.kickstarter.com
SOCIAL FINANCE	Social Enterprise Fund	<ul style="list-style-type: none"> <li>• Provides financial support in the form of loans to clients of any corporate structure in Alberta that are growing a social enterprise</li> </ul>	<ul style="list-style-type: none"> <li>• Any Albertan social entrepreneur or social enterprise</li> </ul>	Varies	✓	✓							✓	Social Enterprise Fund socialenterprisefund.ca 780-756-0660
TAX CREDIT	Alberta Scientific Research and Experimental Development Tax Credit	Provincial tax credit program; over and above the Federal Scientific Research and Experimental Development Credit	<ul style="list-style-type: none"> <li>• Businesses of all sizes and sectors that conduct research and development that will lead to new, improved or technologically advanced products or processes</li> </ul>	<ul style="list-style-type: none"> <li>• Tax credit up to 10%</li> <li>• Maximum credit of \$400,000</li> </ul>										Treasury Board and Finance www.finance.alberta.ca 780-427-3044

# Financial Resources for Local Market Producers and Processors - Compilation Document

## Updated August 24, 2018

### Special Characteristics

Type	Program Name	Description	Eligibility	Amount	Special Characteristics									Organization	
					Capital	Operating	Loan Guarantee	Interest Free	Small Amount Focus (\$10,001-\$50,000)	Micro Amount Focus (<\$10,000)	New Entrant/Young Farmer	Patient Capital	Crowd funding		
TAX CREDIT	Canadian Scientific Research and Experimental Development Tax Credit (SR&ED)	Federal tax incentive program designed to encourage Canadian businesses of all sizes and in all sectors to conduct research and development (R&D) in Canada	<ul style="list-style-type: none"> <li>Varies: see program requirements.</li> <li>Provides an investment tax credit (ITC) for three types of research: Basic research, Applied research, and Experimental development.</li> <li>Claimants can apply for SR&amp;ED investment tax credits for expenditures such as wages, materials, some overhead, and SR&amp;ED contracts.</li> </ul>	<ul style="list-style-type: none"> <li>Varies: see program requirements.</li> <li>Generally, a Canadian-controlled private corporation can earn an ITC of 35% up to the first 3 million of qualified SR&amp;RD expenditures and 15% on excess amounts. Other Canadian corps., trusts, partnerships and proprietorships can earn an ITC of 15% of qualified SR&amp;ED expenditures.</li> </ul>											Canada Revenue Agency www.canada.ca 587-475-3030
TAX CREDIT	Apprenticeship Job Creation Tax Credit	Help employers offset the cost of hiring and training employees who have entered into an apprenticeship contract.	<ul style="list-style-type: none"> <li>Credit given when eligible apprentice is hired</li> <li>An eligible apprentice is someone who is working in a prescribed trade in the first two years of their apprenticeship contract</li> <li>Contract must be registered with a federal or provincial government</li> </ul>	<ul style="list-style-type: none"> <li>Non-refundable tax credit equal to 10% of the eligible salaries and wages paid to apprentices</li> <li>Any unused credit may be carried back three years and carried forward 20 years</li> <li>Maximum \$2,000 credit per year per apprentice</li> </ul>											Canada Revenue Agency www.canada.ca 1-800-959-5525
VENTURE CAPITAL	Accelerate Fund	Equity investment fund. Angel co-investment fund; invests in private, early-stage Alberta companies	Well thought out business plan and marketing strategy; product based companies with proprietary technology, process or patents	Varies	✓	✓							✓		Accelerate Fund www.acceleratefund.ca Email: info@acceleratefund.ca

# Financial Resources for Local Market Producers and Processors - Compilation Document

## Updated August 24, 2018

### Special Characteristics

Type	Program Name	Description	Eligibility	Amount	Capital	Operating	Loan Guarantee	Interest Free	Small Amount Focus (\$10,001-\$50,000)	Micro Amount Focus (<\$10,000)	New Entrant/Young Farmer	Patient Capital	Crowd funding	Organization
VENTURE CAPITAL	Avrio Fund	Companies that are addressing large well defined markets with a demonstrated value proposition	•Capable management; provides a product or service that addresses a large, addressable market, or a niche with high growth potential; relevant competitive advantage; proven success	• Investment in 4 to 6 companies annually; Investments between 3 to 5 million	✓	✓						✓		Avrio Capital avriocapital.com 403-215-5492

# Financial Resources for Local Market Producers and Processors - Compilation Document (Glossary)

## Updated August 24, 2018

**Crowdfunding:** In general terms, crowdfunding is the raising of funds by collecting small amounts of money from the general public (known as the crowd) using the internet and social media. Crowdfunding has its origins in the concept of crowdsourcing, which is the broader concept of reaching a goal by receiving and leveraging many small contributions from various parties. Generally crowdfunding can be broken down into 3 forms: donation/reward based, lending based, and investment/equity based. Donation/reward based crowdfunding has become an increasingly popular way to fund small businesses and projects. Most often the total campaign amount is relatively small. There tends to be less paperwork and administration involved as compared to trying to access traditional financing and since it is a donation/reward based system - very few campaigns require formal business plans, financial statements, cash flow projections, insurance documentation etc. Additionally, (in general) donation/reward based crowdfunding does not have the regulatory oversight as compared to lending based crowdfunding and equity based crowdfunding (which are both subject to securities laws.) Campaigns do still require a significant amount of work and promotion in order to be successful however potential donors do not necessarily use "traditional business metrics" to judge a campaign.

This could be of advantage to local market producers and processors who are looking to access small amounts of money for their business. Example: Crowdfunding was used by a local market business (Starbright Farms-Buttery Bites Caramels) to raise \$3,000 via the Alberta BoostR Crowdfunding website.

Crowdfunding is a complex topic, so if you need detailed information, or have questions about crowdfunding and the application of securities laws, - contact the Alberta Securities Commission (ASC) Public Inquiries Office at 1-877-355-4488 or [inquiries@asc.ca](mailto:inquiries@asc.ca). Website: [www.albertasecurities.com](http://www.albertasecurities.com).

**Opportunity Development Coop's (OCD'S):** An OCD is a for-profit co-operative that raises capital (locally) to invest in a local business. Investment may be RRSP eligible. As excerpted from the Alberta Community Co-operatives Association (ACCA) website: "An Opportunity Development Co-operative (ODC) is formed by local leaders like yourselves. The ODC, which is registered with the provincial government as-for-profit co-operative, identifies, or is approached by, local entrepreneurs with a business opportunity in need of investment. Members of the ODC review the business plan and often provide advice about it. They then agree on the best way to assist the business with debt financing (a loan) or equity financing (land, equipment or co-owners). In some cases, the ODC may decide not to invest.

When the members of the ODC have found the opportunity they like, they collect local money by selling membership and investment shares to community members. The ODC then invests the money in the local business. Over time, the Co-op may have many share offerings, and collect local money to invest in a variety of businesses in the community. ODC members are usually the investment shareholders too since membership gives equal voting rights to each member, and eligibility to run for the Board of Directors of the Opportunity Development Co-operative.

Besides supporting the business themselves, Co-op members help out in other ways, too. Co-op members add community credibility for the business and provide word-of-mouth advertising. In some cases, you provide mentorship, or sharing of business expertise with the entrepreneurs. You also have professional networks to which you can introduce the entrepreneurs. As the business prospers and financing agreements are fulfilled with the Co-op, the value of the investment shares in the Co-op rise."

**Patient Capital:** With patient capital, the investor is willing to make a financial investment in a business with no expectation of turning a quick profit. It's often characterized by a willingness to forgo maximum financial returns for social impact, and an unwillingness to sacrifice the interests of the end customer for the sake of shareholders. Frequently has a greater tolerance for risk than traditional investment capital and longer time horizons for return of capital. There can also often be intensive support of management as they grow their enterprise. (Examples of resources that have "Patient Capital" attributes: Slow Money, ODC's, Community Bonds, Crowdfunding, etc.)

**Social Finance:** Social finance, in broad terms is best understood as a balanced or blended approach to managing money that delivers both positive societal and/or environmental benefits as well as financial returns. It is an "umbrella term" describing a wide range of concepts like impact investing, ethical investing, socially responsible investing, patient capital and micro lending etc.

**Venture Capital:** Among the various financing options entrepreneurs can turn to when starting a new company is venture capital. Venture capital is a type of financing option entrepreneurs can make use of to access money their business and is most often utilized to help build new start-up firms that often are considered to have both high-growth and high-risk potential. Entrepreneurs often turn to venture capitalists for money because their company is so new, unproven or risky that the more traditional forms of financing, such as through banks, aren't readily available. Unlike traditional forms of financing, with venture capital the investments usually come in exchange for ownership shares in the company and a say in how it's operated. Venture capital investments generally tend to be quite large. Entrepreneurs need to weigh the positives: increased cash available to get the company started and to compete effectively, ability to scale the company rapidly, and access to expertise and connections, with the downsides: of loss of control/ownership, potential misalignment of goals, strategy and timelines, and potential conflicts in managerial or strategic oversight.