# Resources for Farm Operators in the Central Okanagan







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# **Market Research and Business Planning**

BC Ministry of Agriculture www.gov.bc.ca/agri/

Agrifood Trade Service www.ats-sea.agr.gc.ca

#### **Agrifood Trade Service - Program, Marketing, and Trade Officers**

#### **Tracey Innes**

A/Deputy Director 604-292-5874

tracey.innes@agr.gc.ca

- Growing Forward 2: Biosecurity, Traceability
   & Food Safety
- Poultry Biosecurity
- Livestock
- Organic

#### **Janine Gyug**

Senior Program Officer 604-292-5882

janine.gyug@agr.gc.ca

- Agrilnnovation Program
- Growing Forward 2: Innovation
- Bioproducts
- Labour
- Nursery & Flowers
- Vancouver Island Region

#### **Jeff Lang**

Senior Marketing & Trade Officer 604-292-5866 jeffrey.lang@agr.gc.ca

- Aboriginal
- Berries
- Functional Foods & Natural
- Health Products
- Wine, Craft Brewing & Distilling
- Japan, Korea, India, Middle East

#### **Philip Bergen**

Senior Program Officer 604-292-5873

philip.bergen@agr.gc.ca

- Growing Forward 2: Environment & Business Development
- Investment Agriculture Foundation Liaison
- Agroforestry
- Bees & Honey
- Tree Fruits
- Northern Region

#### Faye Wu

Senior Marketing & Trade Officer 604-292-5867

faye.wu@agr.gc.ca

- Agri-Marketing Program
- Market Access Issues
- Food Processing
- Seafood
- Vegetables
- China, Hong Kong & Taiwan
- Southeast Asia

#### **Emily MacKenzie**

A/Senior Marketing & Trade Officer 604-292-5861

emily.mackenzie@agr.gc.ca

- Growing Forward 2: Market Development
- Emergency Preparedness
- Mexico, United States, European Union



#### **SmartFarmBC (SFBC)**

SmartFarmBC provides a wealth of resources to help farmers see the full potential of their farm, delivering best practices or agricultural business growth. Guides to getting started, lists of funding sources, business management resources, and marketing succession planning and advisory services are just some of the resources available to help B.C.'s entrepreneurial green thumbs. Visit SmartFarmBC.ca to check out B.C.'s most comprehensive farm business management resource, or connect with them on Twitter: @SmartFarmBC

c/o Clint Ellison P.Ag. BC Ministry of Agriculture 2501 14th Ave. Vernon, BC V1T 8Z1 Tel. (250) 260-4613

#### **BC Ministry of Agriculture Agri-Food Business Development Program Contacts**

Brent Barclay	Prince George	250 614-7450
Clint Ellison	Vernon	250 260-4613
Jim Forbes	Kamloops	250 828-4513
Heather Freeman	Vernon	250 260-4629
Shawn Halter	Abbotsford	604 556-3054
Jill Hatfield	Courtenay	250 897-7518
Ken McAra	Kelowna	250 718-0592
John Stevenson	Smithers	250 847-6379
Lori Vickers	Dawson Creek	250 784-2559

For additional details go to the Advisory Services tab at: www.smartfarmbc.ca

#### Farm Business Advisory Services (FBAS)

The Farm Business Advisory Services program is designed to support basic financial analyses and specialized business planning to enable producers to make more informed decisions and strengthen their farm business.

c/o Clint Ellison P.Ag. BC Ministry of Agriculture 2501 14th Ave. Vernon, BC V1T 8Z1

Tel. (250) 260-4613, TF. 1-877-702-5585

Email: BCFBAS@gov.bc.ca

#### **Investment Agriculture Foundation (IAF) Emerging Sectors Fund**

The IAF provides funding for pilot projects and research that promote common initiatives to advance new and emerging sectors in agriculture.

Miriam Esquitin, Emerging Sectors Specialist PO Box 8248 Victoria, BC V8W 2Z7 Tel. (778) 355-2663



#### National Research Council Industrial Research Assistance Program (NRC-IRAP)

NRC-IRAP provides technical and business advisory services to farms and agricultural processors developing new technologies or innovations.

Jan Langton and Maureen Hatanaka, Industry Technology Advisors 1405 St. Paul St., Suite #201 Kelowna, BC V1Y 2E4 Tel. (250) 712-4304 (Jan Langton) Tel. (250) 712-4303 (Maureen Hatanaka)

#### **Community Futures Development Corporation (CFDC)**

Community Futures Development Corporation provides a wide array of services and financing. The CFDC self-employment program provides financial assistance, workshops in sales, marketing, bookkeeping and finances, and coaching and mentoring for those wishing to start their own business.

Larry Widmer, General Manager The Landmark Technology Centre #110 – 1632 Dickson Avenue Kelowna, BC V1Y 7T2 Tel. (250) 868-2132

# **Selling or Expanding Your Business**

OpportuntiesBC, a provincial government database, connects foreign investors with business sectors including agricultural and food processing, wineries, tourism and accommodation. Business opportunities must worth at least \$100,000 and provide an economic benefit to the local community. <a href="https://www.opportunitiesbc.ca">www.opportunitiesbc.ca</a>

#### FARMSinBC.com | Farms for Sale in BC

FARMSinBC.com specializes and offers a competitive edge in purchasing and selling Agricultural Real Estate across *British Columbia*.



#### **Business Consultants**

#### **Individual Consultants**

Business consultants are available in the Central Okanagan to work one-on-one with farm operators on a fee-for-service basis. Please contact the Central Okanagan Economic Development Commission for names and contact information of potential consultants (250) 469-6280.

#### **BC Farm Business Farm Advisory Services Program**

The Farm Business Advisory Services program through the BC Ministry of Agriculture is designed to support basic financial analyses and specialized business planning to enable producers to make more informed decisions and strengthen their farm business. Benefits include: Improving your understanding of your financial situation; getting your farm's performance benchmarked and; receiving assistance with planning the development of your farm business. For a list of eligible BC Farm Business Advisory Program consultants and to view program details visit <a href="http://www.al.gov.bc.ca/busmgmt/">http://www.al.gov.bc.ca/busmgmt/</a>.

# **Technical Expertise and Consultants**

Consultants with specific technical expertise in agriculture, engineering, natural resources, the environment, and forestry can be found by contacting the four professional licensing bodies in BC.

#### **BC Institute of Agrologists (BCIA)**

Tel. (877) 855-9291 Email: p.ag@gcia.com

Association of Professional Engineers and Geoscientists of BC (APEGBC)

Tel. (888) 430-8035

Email: apeginfo@apeg.bc.ca

# Association of BC Professional Foresters (ABCPF)

Tel. (604) 887-8027 Email: <u>info@abcfp.ca</u>

#### **College of Applied Biology of BC (CAB-BC)**

Tel. (250) 383-3306 Email:<u>cab@cab-c.org</u>



# **Financing**

Farm Credit Canada	Business Development Bank of Canada
Amos Rossworm, Gianfelice Calabrese, Christina	Martine Hickman
Litterick, Jonathan Blais	313 Bernard Avenue
300- 1674 Bertram Street	Kelowna, BC V1Y 6N6
Kelowna, BC V1Y 9G4	(250) 470-5127
Tel. (250) 470-5050	
1-855-230-6821	
www.Fccfinancing.ca	
Canadian Imperial Bank of Commerce	Canadian Imperial Bank of Commerce
Kris Smart (Kelowna Office)	Les Slimmon (Vernon office)
2107 Harvey Avenue	328 Bernard Ave
Kelowna, BC V1Y 9X4	Kelowna, BC V1Y 6N5
Tel. (250) 470-1650 ext 447	Tel. (250) 260-6300 x 449
16.1 (250) 170 2050 CAC 117	1 cm (250) 250 0500 X 1 15
Royal Bank of Canada	BMO (Bank of Montreal)
Robin Smith - (250) 868-4206	Mark Johnson (250) 861-1605
Ryan Sirianni – (250) 490-4420	James Dusik (250) 979 1070
102 - 1665 Ellis Street Kelowna, BC V1Y 2B3	Jennifer Lahn (250) 861-1781
	294 Bernard Avenue Kelowna, BC V1Y 6N4
	http://www.bmo.com/main/business/who-we-
	work-with/agriculture
	work-with/agriculture
Scotia Bank	TD Canada Trust Agricultural Services
Anne Tucker	Meagan Beattie, Analyst, BC Interior
488 Bernard Ave	(250) 681-4241 ext 306
Kelowna, BC V1Y 6N7 (250) 712-4060	Meagan.beattie@td.com
	Leonard Cardiff, Account Manager, BC Interior
	(250) 763 4241 ext 333
	<u>Leonard.cardiff@td.com</u>
	www.tdcanadatrust.com/agriculture
Farm Debt Mediation Service	Agricultural Credit Corporation
As a farmer having trouble meeting your financial	
obligations, you may be able to use the services	across Canada.
of a mediator. You and your creditor can meet in	660 Speedvale Avenue West, Suite 201
a neutral setting to find a mutually acceptable	Guelph, ON N1K 1E5
solution.	Tel: 1-519-766-0544
	Toll Free: 1-888-278-8807



# **Funding & Support Programs**

#### **AgPal**

AgPal is a website that allows BC Farmers to find all programs and services offered by the federal and provincial governments in one place. The site includes information and links to application details for approximately 70 federal and provincial grants to fund a variety of ventures. These include programs to assist B.C. food producers in reaching new markets, adopting new technology and developing more sustainable operations, as well as accessing insurance programs for weather-related losses.

#### **Growing Forward 2 Traceability Adoption Program**

Under Growing Forward 2 and delivered by <u>ARDCorp</u>, TAP provides cost shared funding up to 90% for agri-foods businesses and operations who wish to improve their traceability system to track products through their specified stages of production, processing, and distribution. Funding is available for up to \$15,000, and priority will be given to applicants from the livestock and poultry sectors. 604-854-4483 or toll free 1-866-522-3447.

#### **Western Diversification Program Funding Opportunities**

Western Economic Diversification Canada (WD) welcomes applications for funding under the Western Diversification Program (WDP). The WDP is a part of the programs and services offered by WD, which support western enterprises to innovate, compete, and engage in international business. Funding is provided to **not-for-profit** organizations.

#### **Agriculture and Agri-Food Canada Programs and Services**

A number of programs are available for the agriculture sector.

#### **Emerging Sectors Initiative**

ESI is open to all emerging sectors in the BC agriculture, agri-food and agri-based products industries and also includes those initiatives under the Agri-Food Futures Fund that have expired or run out of funding. Eligible projects will address the gaps in applied scientific knowledge, technology adaptation and transfer, pre-commercialization exploration, skills, business development, collaboration and links with potential partners, in order to seize new business opportunities.

What is provided: Funding (loans, grants, or access to credit)

Who is this for: agri-food and agri-products industry

#### Canadian Agricultural Loans Act (CALA) Program

Provides financial loan guarantees to farmers and agricultural co-operatives in order to establish, improve, and develop farms.

What is provided: Funding (loans, grants, or access to credit)

Who is this for: Young farmers or new entrants | Farmers & food producers | Co-operatives

#### Farm Debt Mediation Service (FDMS)

Provides financial counselling and mediation services to farmers in financial difficulty. What is provided: Advice & guidance Who is this for: Farmers & food producers



#### FCC Agribusiness and Agri-Food Division

Create a financing package that helps you grow your business, the way you see it. Work with the leading lender to agriculture, agribusiness and agri-food in Canada.

What is provided: Funding (loans, grants, or access to credit)

Who is this for: Agri-businesses or food processors

#### **FCC Crop Input Financing**

FCC provides you with crop input financing through your local participating retailer.

What is provided: Funding (loans, grants, or access to credit)

Who is this for: Farmers & food producers | Young farmers or new entrants

#### **FCC Equipment Financing**

FCC provides you with financing through a participating dealer for the purchase of new or used farm equipment.

What is provided: Funding (loans, grants, or access to credit)

Who is this for: Farmers & food producers | Young farmers or new entrants

## **FCC Farm Financing**

Work with Canada's leading lender to agriculture. Apply for a loan to start, venture capital, expand or improve your farm-related business.

What is provided: Funding (loans, grants, or access to credit)

Who is this for: Farmers & food producers | Young farmers or new entrants

#### **Food and Beverage Processing Initiative**

An initiative of the Agri-Food Futures Fund. \$1.5 million have been allocated to assist with development of the food, beverage and nutraceutical processing industry.

What is provided: Funding (loans, grants, or access to credit)

Who is this for: Agri-businesses or food processors

#### **Investment Agriculture Foundation of BC**

Invests federal and provincial funds in innovative projects for the benefit of British Columbia's agriculture and agri-foods industry. A number of funding programs are accessible. IAF investments assist the industry to innovate, seize new opportunities, and deal with emerging issues and changing market conditions. Funding is not available for farm/business start-up or expansion.

#### **Ministry of Agriculture Partnership Programs**

Industry Development Trust Funds Agri-Food Futures Fund

#### **Price Pooling Program (PPP)**

Provides marketing agencies and producers with a price guarantee for eligible products, as a form of security to assist and encourage cooperative marketing.

For farmers, food producers, Co-operatives, Industry associations, farming organizations



## **Western Innovation (WINN) Initiative**

WINN is a \$100 million five-year federal initiative that offers repayable contributions for small- and medium-sized enterprises (SMEs) with operations in Western Canada to move their new and innovative technologies from the later stages of research and development to the marketplace. Under WINN, eligible western Canadian SMEs can apply for funding to support a wide range of commercialization activities.

# **Regulatory Agencies**

### **Food Safety**

#### **Canadian Food Inspection Agency (CFIA)**

CFIA provides a number of services. Besides providing inspection services for food safety, it also provides assistance to agricultural enterprises wishing to import foreign plants and animals, and guidelines on food labeling.

1905 Kent Road Kelowna, BC Tel. (250) 470-4884

#### **Interior Health Authority**

IHA provides testing and analysis of water quality to assure its potability for both direct human consumption and also for use in the production and processing of food products.

Elizabeth Sigalet, Manager, Drinking Water 519 Columbia Street Kamloops, BC V2C 2T8 Tel. (250) 851-7338

#### **BC Centre for Disease Control (BCCDC)**

The Food Protection Services division of the BCCDC is responsible for issuing licenses for the processing meat and related products by abattoirs.

Lynn Wilcott, Program Director Food Protection Services 655 12<sup>th</sup> Ave. W., Main Floor Vancouver, BC V5Z 4R4 Tel. (604) 707-2440

#### Land Use and Taxation

#### **Agricultural Land Commission (ALC)**

The ALC is the province's governing and regulatory agency over the use of land within the Agricultural Land Reserve (ALR). If you need information on what is a permissible use of agricultural land, wish to subdivide it, add or remove soil, or remove land from the ALR, you



must contact the ALC.

Martin Collins, Regional Planner (Okanagan) 133 – 4940 Canada Way Burnaby, BC V5G 4K6 Tel. (604) 660-7021

#### **BC Assessment Authority (BCAA)**

BCAA is the property assessment authority in BC. The BCAA determines whether an agricultural property is to be taxed as having farm status or not. If you wish to apply for farm status for your agricultural land, you must contact the BCAA.

Evelin Irons 202- 1500 Hardy St. Kelowna, BC V1Y 8H2 Tel. (250) 763-8300

# **Municipalities**

The City of Kelowna, and the Districts of Lake Country and West Kelowna have dedicated staff particularly for agricultural properties and lands. If you are seeking to build or develop on agricultural land in these jurisdictions, these are the first points of contact with their planning departments.

#### **City of Kelowna**

Greg Sauer, Planner 1435 Water Street Kelowna, BC V1Y 1J4 Tel. (250) 469-8586

#### **District of West Kelowna**

Mark Roberts, Planner 2760 Cameron Road West Kelowna, BC v1Z 2T6 Tel. (778) 797-1000

#### **Regional District of Central Okanagan**

Ron Fralick, Manager of Planning 1450 K.L.O. Road Kelowna, BC V1W 3Z4 Tel. (250) 469-6229

#### **District of Lake Country**

Paul Wolanski, Planner 10150 Bottom Wood Lake Road Lake Country, BC V4V 2M1 Tel. (250) 766-6674

#### **District of Peachland**

Planning and Development Services 5806 Beach Avenue Peachland, BC V0H 1X7 (250) 767-2647



# **Industry Associations**

#### **AgSafe BC**

AgSafeBC is committed to creating a safer work environment for British Columbia's agricultural, landscaping and associated industries. Their mandate is to develop and provide health and safety services. With the help of Safety Consultants and Advisors across the province, they provide site-specific health and safety programs, training courses, resource materials and advice.

#### **BC Agricultural Council (BCAC)**

The BCAC represents over 14,000 farmers and ranchers in the province of BC, and close to thirty farm sector associations. It is mandated to advocate on issues for its members, proactively communicate to the public on agricultural matters, and provide member services, including programs and funding to enhance their ability to compete, innovate and maintain viability. An extensive document library exists on their website providing information for the agriculture sector.

#### **BC Agritourism Alliance (BCATA)**

BCATA is an association of agritourism operators in the province of BC. Besides promoting the industry's interests, it also certifies agritourism operators and provides an insurance program in conjunction with Capri Insurance. It also works with the BC Ministry of Transportation to provide a signage program along highways in the province.

#### **BC Association of Agricultural Fairs and Exhibitions**

A provincial association that represents agricultural fairs, exhibitions, festivals and related events, and increases awareness of BC agriculture through alliances with other organizations.

#### **BC** Association of Farmers Markets

The BC Association of Farmers' Markets (BCAFM) represents farmers' markets throughout the Province. To become a member, vendors at the market must make, bake or grow the products and then sell them at the market.

#### **BC Cherry Growers Association**

Their mission is to increase research and development of cherry production. Other services to members include an online horticultural forum, orchard listings for employment, classified advertising, and marketing directory to help buyers of all kinds find the fruit they are looking for.

Coordinator: Erin Carlson (inquiries, proposals, industry liaison, website)

Tel: 250-488-7448

Email: erin@bccherry.com

or

membership@bccherry.com admin@bccherry.com



#### **BC Chicken Marketing Board**

The Association acts as a liaison between the chicken growers, other branches of the chicken industry and the government.

Tel: 604-859-2868

E-mail: info@bcchicken.ca

#### **BC Dairy Association**

The Association is dedicated to increasing consumption of milk in BC and delivering innovative nutrition education programs to British Columbia. The Association supports BC dairy producers with programs and initiatives to promote a vibrant and sustainable industry that supplies the best quality milk to consumers.

#### **BC Egg Marketing Board**

Improving business analytics to bring breeders, egg producers, graders and marketers closer together, with the kind of real-time information they all need to be the best at what they do.

Tel: (604) 556-3348 Email: bcemb@bcegg.com

#### **BC Fruit Growers Association (BCFGA)**

The BCFGA represents all tree fruit growers in BC at the BC Agricultural Council.

Glen Lucas, General Manager 880 Vaughan Avenue Kelowna, BC V1Y 7E4 Tel. (250) 762-5226

Email: info@bcfga.com

#### **BC Grape Growers Association (BCGGA)**

The BCGGA represents all grape growers in BC at the BC Agricultural Council. This includes both table and wine grapes.

Connie Bielert, Executive Director Box 2462, Stn. R Kelowna, BC V1X 6A5

Tel. (877) 762-4652

## **BC Milk Marketing Board**

The British Columbia Milk Marketing Board has the authority to promote, control and regulate the production, transportation, packing, storing and marketing of milk, fluid milk and manufactured milk products within British Columbia.

Tel: 604-556-3444 Email: info@milk-bc.com



#### **BC Wine Grape Council**

The BC SWP identifies and promotes sustainable practices for grape growing, wine production, and winery hospitality services that will support a viable, competitive and continually improving wine industry in British Columbia.

Tel: 250-767-2534 Email: <a href="mailto:bcwgc@shaw.ca">bcwgc@shaw.ca</a>

#### **BC Wine Institute (BCWI)**

The BC Wine Institute promotes is responsible for marketing the Wines of British Columbia brand and acting as the voice of BC's wine industry and advocating to government on wine industry issues on behalf of its members. Tel. 1-800-661-2294

#### **Canadian Association of Farm Advisors (CAFA) Inc**

CAFA is a national, non-profit professional umbrella organization dedicated to assisting farm families and farm businesses by increasing the skills and knowledge of farm advisors and consultants.

Tel. (306) 466-2294 or 1-877-474-2871

Email: info@cafanet.com

#### **Certified Organic Association of BC (COABC)**

The COABC represents all certified organic growers in BC at the BC Agricultural Council. It also regulates and provides inspection services to organic farmers and processors in the province of BC.

Tel. (250) 260-4429

Email: office@certifiedorganic.bc.ca

#### FIOSA-MIOSA Safety Alliance of BC

Based in Chilliwack, BC, the FIOSA-MIOSA is a not for profit industry organization that seeks to address challenges and opportunities specific to food & beverage processing and manufacturing and to set industry standards for health and safety.

Tel: (604) 858-9979

Email: safety@fmiosa.com

#### **Oliver Osoyoos Wineries Association (OOWA)**

The Oliver Osoyoos Wine Association consists of 23 wineries, united in drawing recognition to the superb terroir of their region—the most prime wine growing region in Canada. Rich with enchanting natural beauty, the region stretches from just south of the McIntyre Bluff to the US border.

#### **Small Scale Food Processors' Association (SSFPA)**

The SSPA promotes the interests of small scale and cottage food processors in the province. It also provides food safety training.

Tel. (866) 547-7372 Email: <u>info@ssfpa.net</u>



#### South Okanagan Wineries Association (SOWA)

South Okanagan Wineries Association is a non-profit organization representing the geographical wine region beginning at McIntyre Bluff to the border at Osoyoos in the Okanagan Valley British Columbia. Founded in 2007, their mission is to develop and expand the grape and wine industry in Oliver Osoyoos through education and promotion.

#### **North American Farm Direct Marketing Association**

The North American Farmers' Direct Marketing Association (NAFDMA) advances the prosperity of its members and the farm direct marketing industry through networking, participation, education, and innovation.

#### **Young Agrarians**

Growing the next generations of farmers and food lovers in Canada! Young Agrarians is a partnership with FarmFolk CityFolk (a not for profit society that works to cultivate a local, sustainable food system). Young Agrarians is a grassroots initiative made up of agriculturalists and media conspirators intent on growing food sustainably. Inspired to build a network to celebrate, connect and recruit young farmers. The Young Agrarians are: young agriculturalists, farmers, urban farmers, market and community gardeners, community groups and academics, organizations and the public who want to ecologically rebuild, promote and inspire the agriculture of our Canada.

Tel: 1-888-730-0452

Email: theyoungagrarians@gmail.com and info@farmfolkcityfolk.ca

# **Support Businesses**

#### **Container World**

A 40,000 square foot warehouse with 25,000 dedicated to long term wine and beverage storage, with security and temperature control technology. The company offers pickup and delivery services. Wineries may have their products shipped anywhere in the world.

#### **Green Tourism**

The Green Tourism program offers a third party assessment and recommendations to tourism businesses on how to make their operations more sustainable, while still delivering a high quality of service.

#### **Mobile Juicing**

**mobilejuicing.com** is a locally owned and operated mobile apple juicing business, making great tasting juice from your fruit. Their clean, professional service provides you with your pasteurized, packaged apple juice, ready for resale or personal use.

#### **Soil Mate**

A business planning assistance service and farm to table social networking site pairing consumers with farmers, farmers' markets and wineries. The site allows farmers to blog, put up photo galleries, feed in social media similar to their own website.



# **Publications**

A-Z Guide for New Northern Farmers FARMSinBC.com

AgriDigest Online Farmwest

<u>Agrifood Trade Service Bulletin</u> <u>Investment Agriculture Foundation</u>

BC Food Processors Reference Manual Newsletter

Country Life in BC Modern Agriculture

<u>Farm Fresh Products Guide</u> <u>New Farm Start Up Guide</u>

BC Fruit Growers Magazine

Buy BCwild

Small Farm Canada

**Eat Local** 

# Find Local Food - Farmers Markets, Apps & Websites

BC Farmers Market Directory Soil Mate

Buy Local, Eat Natural The Field Guide

<u>Farm Stand</u> <u>What's at the Market</u>

Locavore

# Produced by:

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