



## GROWING FORWARD BUSINESS DEVELOPMENT FOR FARM BUSINESSES

### WHAT'S NEW FOR PROGRAM YEAR 3 2011-2012

**More opportunities for new farmers** – improved cost-share opportunities to help new farmers set their business goals, improve their farm-related skills and develop actionable business plans.

**Support for leadership and governance skills** – with the increasing complexity of modern farm businesses, these are the management skills that producers need to grow more profitably.

**More Advanced Business Plans** – up to \$20,000 in cost-share funding to support the development of up to three business plans for a farm business.

The Business Development for Farm Businesses program helps producers improve their business planning. By combining self-assessment and action plan development with a range of cost-share advisory services and skills development opportunities, this program can help producers reach their farm business goals.

The Business Development for Farm Businesses program is one of the Best Practices suites of programs under Growing Forward, a federal-provincial-territorial initiative. For more information on this program, please contact the Ontario Soil and Crop Improvement Association at 1-800-265-9751 or visit our website at <http://www.ontariosoilcrop.org>

**Turn the page for specific program changes.**

Canada



 Ontario

## INCREASED BENEFITS FOR NEW FARMERS\*

### 1. Agriculture Skills Development

- a) Cost-share is now 75 per cent to a maximum of \$4,500 for formal training (ASD-01) and customized one-on-one training (ASD-02). Within the \$4,500 cap, funding of \$750 is available for ASD-02.
- b) Leadership and governance is a new opportunity under skills development. Cost-share is 75 per cent to a maximum of \$4,500.

Total funding available under Agriculture Skills Development is \$9,000.

### 2. Advanced Business Planning

Cost-share is 75 per cent to a maximum of \$20,000. Up to three projects may be completed with a maximum cost per project of \$12,000.

**\* To meet the criteria, a new farmer must have less than \$7,000 in gross farm income two and three years prior to the year of enrollment in the Business Development for Farm Businesses Program. Gross farm income greater than \$7,000 in the year prior to enrollment is permitted. Refer to the Program Eligibility Policy and Procedures for complete details.**

## INCREASED BENEFITS FOR EXISTING FARMERS

### 1. Agriculture Skills Development

Leadership and governance is a new opportunity under skills development. Cost-share is 50 per cent to a maximum of \$3,000.

Total funding available under Agriculture Skills Development is \$6,000.

### 2. Advanced Business Planning

Cost-share is 50 per cent to a new maximum of \$20,000. (The previous funding cap was \$8,000). Up to three projects may be completed with a maximum cost per project of \$8,000.

Please refer to the Program Eligibility Policy and Procedures document for complete details.