



Ministry of
Agriculture

Canadian Agriculture Partnership

How Ministry programs can support B.C. producers and processors in achieving their goals





Ministry of Agriculture

The Ministry of Agriculture is responsible for the production, marketing, processing and merchandising of agricultural products and food.

Canadian Agricultural Partnership

To support the agriculture and agri-food sector in achieving its growth and potential, the federal, provincial and territorial (FPT) ministers of agriculture came to an agreement on the key elements of the *Canadian Agricultural Partnership*, a five-year, \$3-billion FPT investment for Canada's agriculture and agri-food sector.

The Challenges



Starting new in Agriculture



Changing Market Conditions



Changing Dynamics of a Farm



Staying Competitive



Growing your Business

The Opportunities



Improving Business Management Best Practices

The success of any farm enterprise, regardless of how big, where it is located, or the type of commodity/production is directly related to the farm business management, skills and practices of the farm manager.



Developing Profitable Markets for B.C.


Market success is achieved by creating and implementing long-term, strategic market development plans based on actionable market intelligence and supported by strong marketing skills capacity.



Providing Assurances and Reducing Risk

For those risks that cannot be addressed through on-farm management practices, access to effective risk management programs provides producers with the income stability they need to continue investing in their business.





Increasing business management best practices



Support a new generation of farmers



Support the growth of businesses



Address the changing dynamics of the farm



Growing your business

Equipping farmers with the skills, knowledge and capacity to make informed decisions to scale their business.

Understanding your needs

- Taking Stock
- B.C. Agri-Business Planning Program
- Planning for Profit
- B.C. Indigenous Agriculture Development Program

Developing plans and strategies

- B.C. Agri-Business Planning Program
- B.C. Indigenous Agriculture Development Program
- Lean Strategies for Food Processing
- Business Essentials Workshops
- Knowledge Transfer Events Program

Growing your strategy into new markets

- Buy BC Program
- Agri-Business Planning Program
- BC Agrifood & Seafood Market Development Program
- Market Development Workshops
- Export Navigator (Ministry of Jobs, Trade and Technology)

Additional Ministry Supports

There is an opportunity for success



**Workshops, publications
and resources**



**Knowledge
Transfer Events
Program**



**Capacity Building
through Skill
Development**



**Agriculture Venture
Acceleration Program**



Increasing market opportunities domestically and abroad



Support the growth of your business



Increase competitiveness



Address changing market conditions



Increasing your Market Opportunity

Developing new markets can be tricky. Finding the right information, knowing your market and developing your brand for emerging market opportunities can require support to ensure you take advantage of these opportunities in an informed and strategic manner.



BC Agrifood & Seafood Market Development Program

- Provides cost-shared funding to support the ability of BC's agriculture, food, beverage and seafood industry to identify, assess, target and develop market opportunities to increase their sales outside of B.C.
- Cost-shared funding is available to conduct market research, develop marketing/export plans, complete marketing skills training, develop export-focused marketing materials and participate in international tradeshows and events.



Buy BC Programs

- The Buy BC Partnership Program provides cost-shared funding to applicants to undertake sector/product specific marketing and promotional activities to increase consumer demand and sales of BC agrifood and seafood products within the Province.
- The Buy BC Partnership Logo Licensing Program allows applicants to apply to use the Buy BC logo to make it easy for consumers to identify and support B.C. agrifood and seafood products.



Providing Assurances and Reducing Risk



Support the growth of businesses



Increase competitiveness



Address changing market conditions



Insurance and Income Protection Programs



Production Insurance

- Agricultural producers are accustomed to adjusting to difficult weather. If particularly bad weather strikes, ruined crops can devastate farm budgets.
- Insurance helps producers manage their risk of crop losses caused by hail, spring frost, excessive rain, flooding, drought, etc.
- Coverage for berries, flower bulbs, forage, grain, grapes, tree fruits, vegetables.

AgriStability

- Agriculture producers can adapt and invest in their farm operation by managing the risk of small and large income declines.
- AgriStability protects agricultural producers against declines in their net farming income due to market conditions, production loss or increased costs of production. Payments are made if a producer's current year margin falls more than 30% below their reference margin.



Ministry of Agriculture Programs

For a full list of Ministry of Agriculture programs and initiatives, visit <https://www2.gov.bc.ca/gov/content/industry/agriculture-seafood>

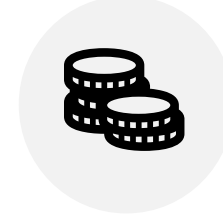
Programs and Supports



**B.C. Agri-Business
Planning Program**



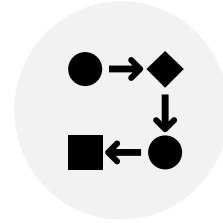
**BC Agrifood & Seafood
Market Development
Program**



AgriInvest



**B.C. Indigenous
Agriculture
Development Program**



**Lean for Food
Processors Program**



**Specialized
Workshops and
Initiatives**



**BC Land Matching
Program**



**Canada/BC Agri-
Innovation Program**



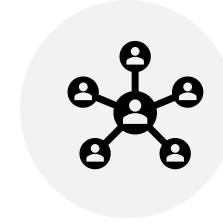
Specialized Resources



**Knowledge Transfer
Events Program**



**Environmental Farm
Plan**



Knowledgeable Staff



**Buy B.C. Partnership
Program**



AgriStability

...and more



AgriService BC Webinars

Supporting producers and processors on subject matter expertise

BRITISH COLUMBIA

Home > Farming, Natural Resources & Industry > AgriService BC >

AgriService BC Webinars

AgriService BC webinars help you keep up to date on current issues, overcome challenges, and achieve your business and production goals. Connect and get answers directly from topic experts as well as other audience members on topics ranging from farming practices to agribusiness, succession planning, risk management and marketing.

Attend from your desk or mobile device. If you are unable to attend a live session, access video recordings of past webinars from the list of Webinars on Demand.

Upcoming Live Webinars

AgriService BC webinars are broadcast live on Wednesdays at 2 PM Pacific Standard Time (P.S.T.). Register for upcoming webinars today and mark your calendar. The line-up of new webinars is updated regularly, so check back often to see what's new!

Farm Food Safety: How to Travel the Road to Certification

Date: Wednesday, October 23, 2019

Time: 2 PM P.S.T.

Presenter: Elsie Eriksen is the BC Ministry of

How May We Help?

Contact us to be notified of new webinars.

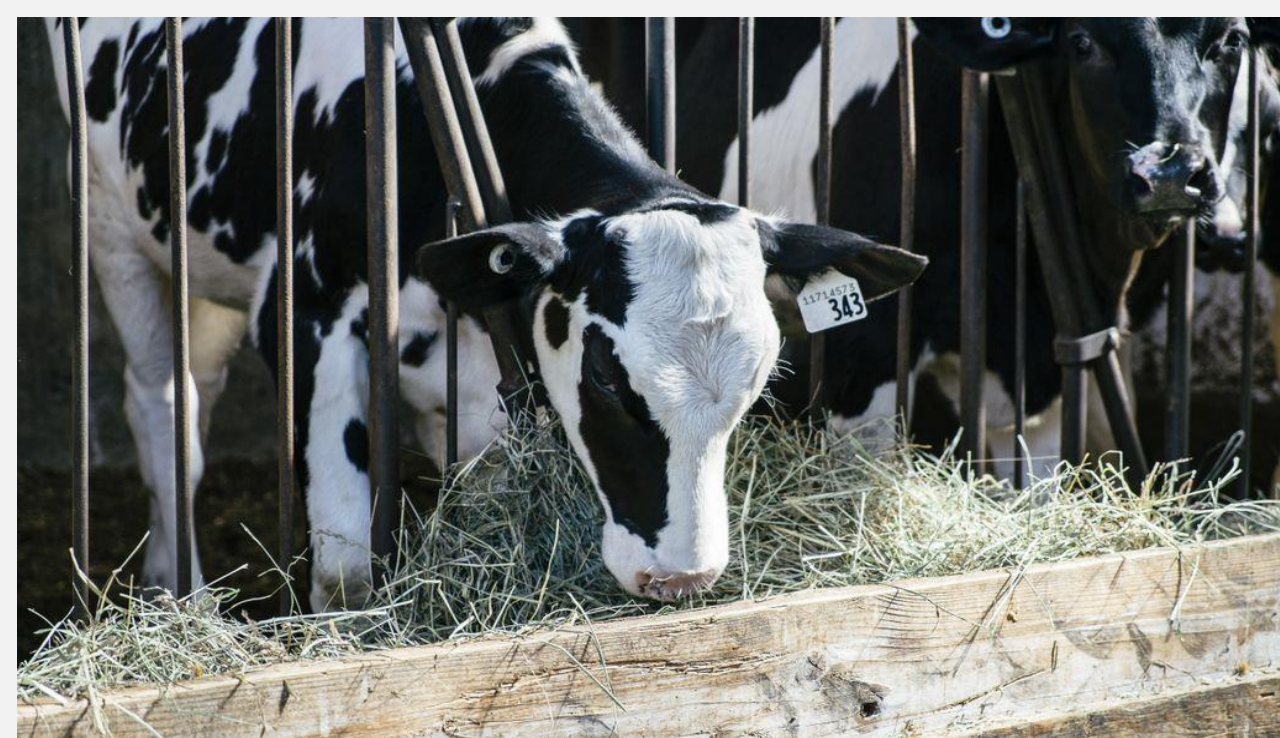
Telephone: 1 888 221-7141

Email: AgriServiceBC@gov.bc.ca

Web: www.gov.bc.ca/agriservicebc

Other Webinar Libraries

[Explore other agricultural webinar libraries](#)



AgriService BC

Providing funding, tools and services to help your
business succeed in B.C.

www.gov.bc.ca/agriservice

Have a question about agriculture in B.C.?

Phone:

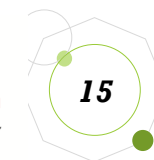
1-888-221-7141

Email:

AgriServiceBC@gov.bc.ca



Canada




Thank You



Ministry of
Agriculture

Lindsay Bisschop 

+1 888 221 7141 

AgriService@gov.bc.ca 

www.gov.bc.ca/agriculture 

