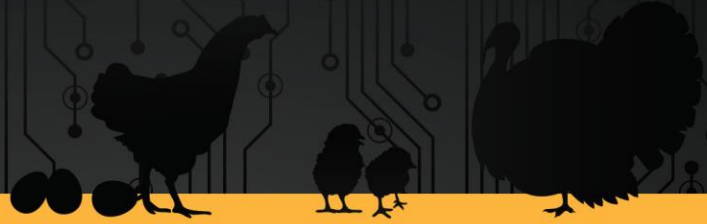


LE
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AQINAC



Monetary Resources Are Within Your Reach, Make Sure to Use Them!

Stéphane Grondines

LES
CONSULTANTS
DENIS CHAMPAGNE

Presentation:



- ✓ Programs linked to advisory services
- ✓ Establishment programs
- ✓ Investment assistance programs
- ✓ Compensation programs

Support for Services Offered



Eligible Clientele

- ✓ **Businesses registered with the MAPAQ**
- ✓ **Farms**
- ✓ **Artisanal food processing businesses**
- ✓ **Farm succession**
- ✓ **Start-up businesses**



Service Offering



Funding available

Over 5 years (2018-2023)

From \$30,000 to \$40,000 for: * Agro-environment

*** Technical aspects**

*** Management**

- ✓ **Most services are covered at 50% or more**
- ✓ **Up to 85% for succession and start-ups**
- ✓ **Covers professional fees and travel costs**

Advisory Services for Poultry

➤ Management services

- Start-up plan (business plan)
- Data organization (accounting and management set-up)
- Financial portrait (overall assessment)
- Financial and economic analysis
 - Budget
 - Comparative group analysis
- Action plan (growth, recovery, succession)



To Apply...

Talk with
Réseau
Agriconseils

- Register with the Advisory Services Program
- Get a personalized provider list, adjusted to your needs.

Talk with the
provider

- Set up a meeting with the chosen advisor
- Sign an advisory service contract
- The Réseau will confirm the financial assistance.

Claim

- The provider receives the claim
- Financial assistance is deducted from the bill

Establishment Program

There is only one:

the Financial Support for Aspiring Farmers!

➤ **Managed by the FADQ**

*La Financière
agricole*
Québec 

Eligibility:

Be domiciled in Québec

Between the ages of 18 and 40, and have a degree

Holding at least 20% of the business shares

Start-up or establishment project

-Profitable



Training	Full-time grant	Part-time grant
Level 1, examples: <ul style="list-style-type: none"> • Bachelor's of Science in agriculture • Diploma of Collegial Studies (DCS) in farm management and operations • Other equivalent diplomas 	\$50,000	\$25,000
Level 2, examples: <ul style="list-style-type: none"> • Bachelor's degree in administration, biology or other eligible training • DCS in administration • Other equivalent diplomas 	\$30,000	\$15,000
Level 3, examples: <ul style="list-style-type: none"> • Bachelor's degree or DCS in another field • Attestation of Collegial Studies or Secondary School Vocational Diploma (SSVP) in agriculture • Secondary School Graduation Diploma or SSVP other than in agriculture (combined with agricultural training) 	\$20,000	\$10,000

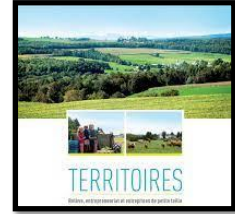
<https://www.fadq.qc.ca/en/financial-support-for-aspiring-farmers/description/>

Investment Assistance Programs

- Territoires Program
- Prime-Vert
- ÉcoPerformance Program
- Growth Investment Program (GIP)
- Initiative Productivité Végétale (IPV) Program
- Agricultural Clean Technology Program



Territoires Program



Program managed by the MAPAQ

**Component 1: Support for Aspiring Farmers and
Agricultural Entrepreneurs**

Be under 45 years of age, owner for less than 5 years

Max. \$50,000 investment

\$20,000 non-targeted areas (40%)

\$25,000 targeted areas (50%)

Component 2: Small business consolidation

Businesses with less than \$50,000 in revenues

Territoires Program

Eligible projects: Demonstrate a profitable investment with the business plan

Eligible expenses:

- Professional and contractual fees
- Costs related to the design, production, acquisition or adaptation of project-specific materials and equipment, excluding self-propelled equipment
- Costs related to the construction, planning and adaptation of buildings



Territoires Program

Eligible expenses (continued):

- Costs related to the acquisition of breeding stock
- Costs related to the acquisition of plants considered as fixed assets
- Land improvement costs except for drainage and liming



https://www.mapaq.gouv.qc.ca/SiteCollectionDocuments/Formulaires/ProgrammeTerritoires_Releveentrepreneurariat.PDF *(in French only)*

Prime-Vert

Program managed by the MAPAQ



Eligibility: Agricultural and agri-food businesses

Eligible project: Any project justified in an agri-environmental support plan (ASP)



Prime-Vert



1. Sustainable agro-environmental projects

e.g.: Windbreak hedges

\$40,000 for a maximum of 70% of the eligible expenses

2. Storage facilities

e.g.: Storage structure

(only for those between the ages of 18 and 40, that became shareholder after April 2018)

\$85,000 for a maximum of 70% of the eligible expenses

3. Wastewater management infrastructure

Measure 4306



Prime-Vert

**Who is in the best position to
answer your questions?**



**Your agro-environmental
agronomist (NMP)**



<https://www.mapaq.gouv.qc.ca>

ÉcoPerformance Program (TEQ)

Program managed by the Québec Department of the Environment

Goal: ↓ GHG

The program is valid if a return on investment is demonstrated in at least 15 years.

Component 1: Analysis

Component 2: Implementation



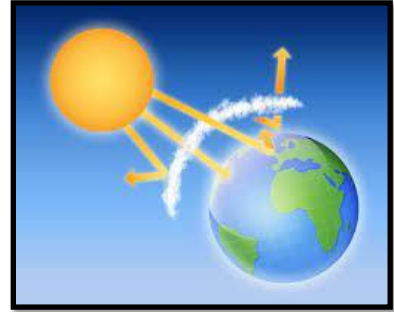
ÉcoPerformance Program (TEQ)

Eligible expenses

All expenses required, justifiable and directly attributable to the project

The money granted will be the lesser of the following 3 calculations

- 1- Return on investment
- 2- % of eligible expenses
- 3- Calculation of GHG reduction in \$\$ over 10 years
 - Calculated in tons of CO₂



ÉcoPerformance Program (TEQ)

Calculation example:

There is \$100,000 to invest

Possibility to make \$20,000 in annual energy savings

A CO2 reduction of 15 tons can be achieved

The money granted will be the lesser of the following 3 calculations:

1- Return on investment (5 years–2 years) X \$20,000 = \$60,000

2- % of the eligible expenses, 75% X \$100,000 = \$75,000

3- GHG reduction, 15 tons \$125/ton X 10 years = \$18,750

ÉcoPerformance Program (TEQ)

An engineer must absolutely be available for this program

- Technical and economic analysis
24 months to conduct the study



Financial assistance:

- Split in 2 equal payments
- However the project's amount can be reduced

<https://transitionenergetique.gouv.qc.ca/affaires/programmes/ecoperformance/publications-et-formulaires> *(in French only)*

Growth Investment Program

Program managed by the FADQ

Eligibility: Agricultural and agri-food businesses

Functionality: 3-year cycle

- Counters are reset every 3 years
- Paid out over a three-year period

Growth Investment Program

Component 1: Projects related to supply-managed production (GO5)

10% financial assistance for a maximum of \$30,000

Component 3: Enhancing the value of cultivated land

10% financial assistance for a maximum of \$20,000

Component 4: Young Entrepreneurs

15% financial assistance for a maximum of \$45,000



Growth Investment Program



Eligible projects:

- 1- The construction, renovation or improvement of a building, except if intended for human lodging**
- 2- The purchase of production equipment and non-self-propelled machinery**
- 3- The initial acquisition of perennial plants or breeding animals**



Eligible projects (continued):

4- The purchase of targeted self-propelled machinery used to carry out cultivation operations or for animal feeding

Targeted machinery:



Combine harvester
Self-propelled harvester
Self-propelled mower
Self-propelled forage harvester
Self-propelled sprinkler
Self-propelled total mixed ration system



Eligible financial assistance is limited to 5% of the amount financed for the purchase of the targeted machinery

Eligible projects (continued):

- 5- The agri-environmental enhancement of cultivated land, such as drainage, liming, fallow land rehabilitation, etc.**
- 6- Agro-environmental farming project**
- 7- Buying land, only for Component 4, shareholders need to be 100% succession**



Initiative Végétale Program

Program managed by the FADQ

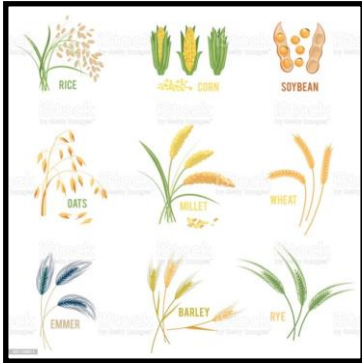
Eligibility: Crop production farms with more than
50% of revenue attributable to that sector
and for CUMA



Initiative Végétale Program



Eligible financing:



- From \$3,000 to \$50,000
- Maximum 50% of eligible expenses except for:
 - Succession
 - CUMAs
 - Organic certified businesses or undergoing organic pre-certification
 - up to 60% for cases!

Initiative Végétale Program

Eligible projects:



Buying farming, harvesting, conditioning or precision machinery as well as all professional services related to production

However, the program ends on January 15, 2022

<https://www.fadq.qc.ca/fileadmin/fr/webinaires/19-janvier-2021/presentation-webinaire-19-janvier-veronique-samson-mapaq.PDF> *(in French only)*

Agricultural Clean Technology Program

Program managed by the federal government

Eligibility: Any Canadian business having a greenhouse gas (GHG) emissions reduction plan

Financing activity begins on April 1, 2022



Agricultural Clean Technology Program

Eligible funding:

Program funding for the Adoption Stream is up to \$100 million over 5 years



- **Projects must be completed by March 31, 2026**
- **Projects valued at \$50,000 or more**
- **50% of eligible expenses in general**

However, up to 60% if the business is led by women and/or youth, aged 35 or under

Agricultural Clean Technology Program

Make sure not to claim it twice!



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<https://pgq.ca>

Poultry Sector Support Program

Program managed by the federal government





Eligibility: Be an eligible Canadian business who holds poultry production rights


Valid for:

broiler chicken
boiler turkey hen
table eggs
hatching eggs



Poultry Sector Support Program

 Agriculture and Agri-Food Canada / Agriculture et Agroalimentaire Canada Canada 



Poultry and Egg On-Farm Investment Program Online System (PEFIPOS)
Welcome to the PEFIPOS System

Online access to PEFIPOS requires secure Sign-In Method.
To continue, please login with your registered Sign-In Method.
If you are a first-time user, please register to create your profile.

Please note that this website contains a content area that is larger than usual. Horizontal scrolling may be required.

[Login or Register](#)

Poultry Sector Support Program

ment Program Online System

[Close Menu](#)

(Last seen on 2021-08-10 11:03:41 EDT) Accessibili

Participant Dashboard

Legal Name of Organization: [REDACTED]
 Participant Type: Partnership - General Partnership
 Issuing Province/Territory: Quebec **Sector:** Chicken
 Licensed Farm Number: [REDACTED]
 Participant Actions: [Dropdown]

Participant Status

Participant Status: Confirmed
 Participant Status Date: 2021-08-09 15:25:15 EDT
 Creation Notification Sent: Yes
 Creation Notification Date: 2021-08-09 14:56:46 EDT
 Participant Access Code: [REDACTED]

Participant Profile

Profile Actions: [Edit Profile](#) [View](#)

Participant Licenses

Index	License Type	Sector	Issuing Province/Territory	Licensed Farm Number	License Certificate Attachment	Funding Limit Associated to License #	Already Allocated to a Project	Remaining Funding for License
1	Primary	Chicken	Quebec	[REDACTED]	View	[REDACTED]	0.00	[REDACTED]

Participant Projects

[Create Application](#)

It will be possible to choose language when registering to the website

Poultry Sector Support Program

Eligible funding:

Broiler chicken ~ \$39.00/m² quota

Broiler turkey ~ \$27.50/m² quota

Table eggs ~ \$5.00/hen



Money is set aside for each business
and is available for 10 years

However hurry up and register!

Poultry Sector Support Program

Purpose of this assistance: Improve competitiveness

Either by increasing revenues
Or reducing production costs



Best strategy:

Perform a detailed analysis of the business to identify its strengths and weaknesses; this exercise will help make decisions about which investments to make



Don't Forget to Consider

The municipalities and/or the RCM

They often include assistance plans that are not widely known



Hydro-Québec and Recyc-Québec

They should be consulted when considering energy and environment projects



Remember!



An investment project is not done to get funding, but if it's available and the business meets the criteria, it should be claimed.

Always ask around and learn more before purchasing any machinery and/or making any investment.

Talk to local advisory groups about the projects, they will know about newly available programs.

